

# American Artisan and Hardware Record

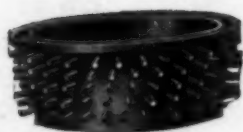
Sheet Metal - Roofing - Warm Air Furnaces - Stoves

Vol. 92, No. 11

CHICAGO, SEPTEMBER 11, 1926

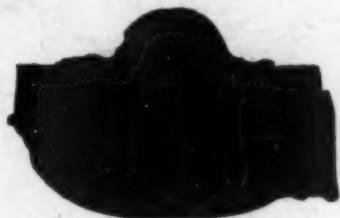
\$2.00 Per Year

## Thatcher features that assure fresh warmed air



THE PORCUPINE  
FIREPOT

has a cylindrical surface covered with cast iron pegs. These double the radiating surface usually found in furnaces, heat the air more quickly and prevent the fire pot from cracking.



THE TUBULAR COM-  
BUSTION CHAMBER

is surrounded by large cast iron air tubes, each one of which causes a suction draft like that of a chimney, hurrying the warmed air into and through the pipes.



Interior View of Thatcher  
Tubular Furnace

THE Celebrated THATCHER Tubular Furnace is a home ventilator as well as a home heater. It both warms fresh outside air and speeds up its circulation through the house.

There is never any complaint of scorched or burnt air, when a house is heated with a

### CELEBRATED THATCHER TUBULAR FURNACE

ITS economy in coal consumption can easily be demonstrated. Your customer realizes at once that a furnace with such an unusually large heating surface requires less fuel than an ordinary furnace.

THATCHER Furnaces have been giving satisfaction for a longer period than most men can remember. Some of them, installed in 1867, are still in operation. We still furnish parts for models constructed many years ago.

*Write for descriptive printed matter  
and full information regarding our  
line of Furnaces, Boilers and Ranges.*

**THE THATCHER COMPANY**  
formerly Thatcher Furnace Co.

Since 1850

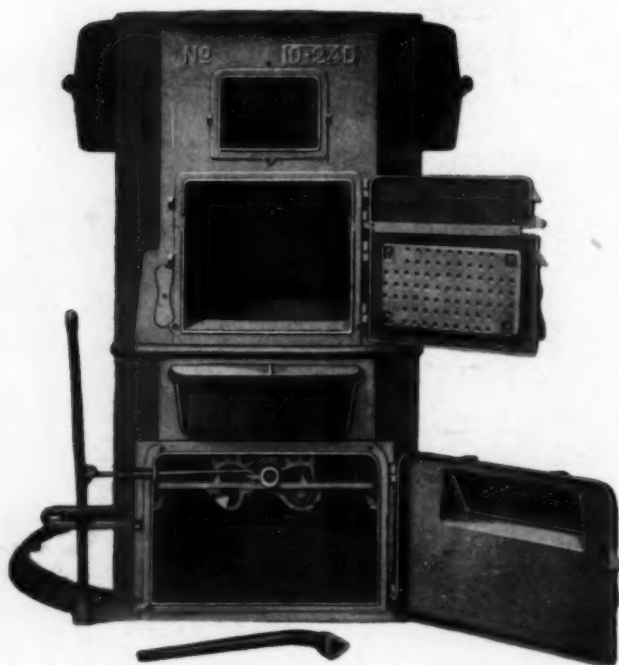
21 West 44th St.  
NEW YORK

39-41 St. Francis St.  
NEWARK, N. J.

341 N. Clark St.  
CHICAGO

# PENINSULAR FURNACE

Write for our complete descriptive catalogs and the Peninsular Agency plan.



Series 10-20D high quality throughout—a heating plant for the best homes.

**Leaders  
for  
over  
Forty  
Years---**

The Peninsular Furnace illustrated is way beyond other furnaces of the better grade.

Such features of construction, general design, strength and workmanship as are found on the Peninsular 10-20D Series mean assurance of better business for you.

Look it over—then study it feature by feature in our catalog and learn why it's a leader.

**The PENINSULAR STOVE COMPANY**  
DETROIT CHICAGO

**You Have Your Choice!**

*This* *or* *This*

A Big Saving in Fuel  
A Clean Warm Home  
A Clean Furnace  
Pure Air in the Home

**Why Tolerate the Smoke Nuisance?**

It is not necessary to worry along with the smoking, wasteful type of furnace that burns large quantities of fuel and furnishes little heat. You can eliminate the smoke nuisance forever—make substantial savings on coal bills—and have a clean furnace and a clean home—by installing the SUPER-SMOKELESS Warm-Air Furnace.

The remarkable furnace has the capacity and economy to get rid of smoke and save money. Its smokeless burning process is so simple and so efficient that it is a real saving. It is so simple that it can be installed by anyone. It is so efficient that it burns perfectly and all smoke. It is so simple that it is the best one you can get for your home. It is so efficient that it effects complete combustion of all smoke and gas.

Write Today for the Complete Story

**UTICA HEATER COMPANY**  
—Manufacturers of the Smokeless Warm-Air Furnace—  
UTICA, N. Y.




## With or Without Smoke?

**D**O YOU think a Home Owner would prefer to have a furnace which burns the coal with or without smoke? SUPER-SMOKELESS Furnaces burn even the cheapest grades of soft coal smokelessly, utilizing as valuable fuel the smoke and gases ordinarily wasted up the stack. This means a large saving in fuel, in addition to better health and cleanliness. SUPER-SMOKELESS Furnaces have also proved remarkably efficient with fuel oil, hard coal or coke—thus protecting the owner against any fuel emergency. We are telling the public about the many superior advantages of these furnaces through the medium of the SATURDAY EVENING POST. This advertising will create a large demand for SUPER-SMOKELESS Furnaces, and the dealer who takes on our line NOW is sure to reap large rewards.

Write for Complete Information Today

## UTICA HEATER COMPANY

UTICA, N. Y. — CHICAGO, ILL. — MANUFACTURERS OF THE

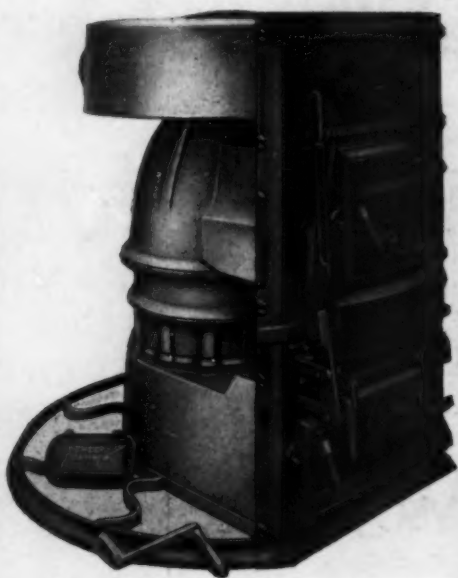
CELEBRATED LINE OF WARM AIR FURNACES FOR EVERY HEATING NEED



Published Weekly by American Artisan and Hardware Record, Inc., 629 South Michigan Avenue, Chicago, Illinois.  
Entered as Second Class Matter June 25, 1897, at the Post Office at Chicago, Illinois, under act of March 3, 1879.



## Worthy of the Name!



THE Lincoln Furnace is a real advance in warm air furnace construction. It is dust and gas tight. It has all joints covered. Its one piece radiator has all collars cast on. The feed section comes through the front. Large upright shaker operates Duplex shaking and dumping grates.

### Worthy Features

1. Covered joints
2. Front shaker
3. One piece radiator with all collars cast on
4. Feed section through front
5. Duplex grates

*Write for Catalog and Prices*

**The American Foundry  
& Furnace Company**

Dept. 400

BLOOMINGTON, ILL.



A line of furnaces  
you can sell at all  
times—at a profit.

WISE furnaces keep up with the times—not only in design but in market conditions. WISE dealers never have to change their line—QUALITY IS ALWAYS HIGH and PRICES ALWAYS RIGHT.

WISE furnaces are just plain good first quality heating plants throughout—minus all fancy "frills." WISE furnaces constitute a line of furnaces that you can build business with—making a satisfied customer and a handsome profit with each sale.

*The WISE catalog goes into WISE construction details. You'll find it interesting because it describes a line of furnaces that has been breaking profit-making records for over twenty-five years. Write for your copy today.*

**The WISE FURNACE CO.**  
AKRON, OHIO

**WISE**  
BACKED BY OVER TWENTY-FIVE YEARS'  
EXPERIENCE IN MAKING GOOD FURNACES  
**WISE**



## Competition Proof

One competitor talks quality and two or three others talk price. When you sell the Moncrief line, you can talk quality with the best and quote inviting prices at the same time. Moncrief Furnaces give you every advantage you can ask for.

*The*  
**Henry Furnace & Foundry Co.**  
3471 E. 49th Street CLEVELAND, OHIO

*Manufacturers of single and double wall pipe  
and fittings, galvanized pipe and fittings, etc.*

*Eastern Sales Offices:*

F. H. HANLON W. S. McCREA  
Batavia, New York 105 Federal St., N. S., Pittsburgh, Pa.

*Western and Southern Distributors:*

JOHNSON FURNACE CO. MONCRIEF FURNACE CO.  
Kansas City, Missouri Atlanta, Ga.  
MONCRIEF FURNACE & MFG. CO.  
Dallas, Texas

# MONCRIEF FURNACES

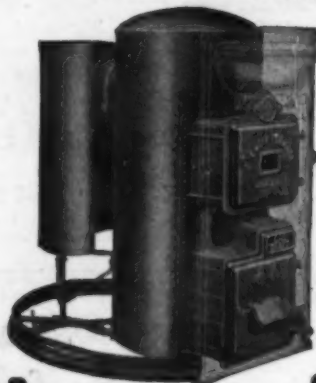
**WEIR FURNACE**  
SERIAL NO. **67890**  
GUARANTEED WHEN INSTALLED  
ACCORDING TO THE  
STANDARD CODE  
SIZE 430  
WARM & COLD AIR  
CIRCULATION 865 Sq. In.  
B. T. U. CAPACITY 119347  
**THE MEYER FURNACE CO. MFRS.**  
PEORIA, ILLINOIS

*THIS illustration shows in exact size, the brass  
plate that is permanently attached to the front  
of each and every Weir Furnace.*

*In addition to standing in back of this guar-  
antee The Meyer Furnace Company issues a FIVE  
YEAR GUARANTEE direct to the user covering the  
ENTIRE WEIR FURNACE including ALL PARTS.*

*You surely  
can  
sell guaranteed  
Warm Air  
Heating  
with the*  
**Certified**

**Weir Steel Furnace**



**The MEYER FURNACE CO.**  
Peoria, Illinois

*Mention AMERICAN ARTISAN in your reply—Thank you!*

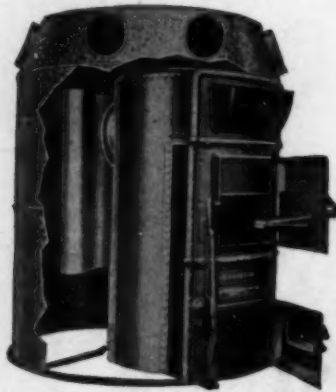
## Standard Dealers Know in Advance



9 styles and 47 sizes of steel and cast iron furnaces carried in stock at all times. Nowhere else can you find such a variety to select from.

They are sufficient to meet demands from all classes of trade.

**T**HAT every buyer will become a Booster. The furnaces shown on this page have proven their ability to return dollar for dollar to the consumer in extra service rendered. Standard Dealers are also assured of real profits by our Dealer Plan, which is different.



Furnace Supplies, such as the following, are nationally known as the Standard of Comparison:

HANDY PIPE & FITTINGS  
R I NO STREAK REGISTERS  
H & C No. 170, No. 190 REGISTERS  
STAN-CO REGISTERS  
STEEL & SEMI STEEL REGISTERS  
WISS SNIPS  
PEXTO TOOLS

*Everything needed by the Furnace Installer*

## STANDARD FURNACE & SUPPLY CO.

OMAHA, NEBR.

Warehouse — Sioux City, Ia.

## Cheat Your Prospects —and You Cheat Yourself

**W**HEN you sell a furnace you are in reality promising equipment which will give cheery warmth in every room—not in four out of five nor seven out of eight but every room in the house. Unless the furnace you sell does furnish the required heat for each room you are cheating your customer and cheating yourself—and, cheat yourself in this manner and your business will be short lived. Each installation will shriek the incompetency of yourself and your furnaces. You are bound to be so victimized unless you hold the agency for a real reputable heating unit. There are quite a few that will serve your purposes well, but we can honestly say that we believe a Floral City Agency will build for you the most profitable everlasting business.

QUEEN FURNACES possess utmost efficiency due to several exclusive features. They answer the question of "which furnace to buy". The advantage of adaptability to any job, a guarantee of long service and our policy of selling only to the trade makes our agency proposition ideal. Don't put off writing. Do it Today!

## FLORAL CITY HEATER CO.

Main Office:  
MONROE, MICHIGAN

Chicago Office:  
1654 MONADNOCK BLDG.



The latest news about the Warm Air Heating Industry is to be found in this Journal every week.

This is the only trade Journal covering this field published every week.

*Say you saw it in AMERICAN ARTISAN—Thank you!*

# Questions Home Owners Ask The "AFCO" Dealer and Their Answers

NO. 1

## "Why Is the 'AFCO' Fire-Brick Lined Fire Pot Superior to the All Metal Fire Pot?"

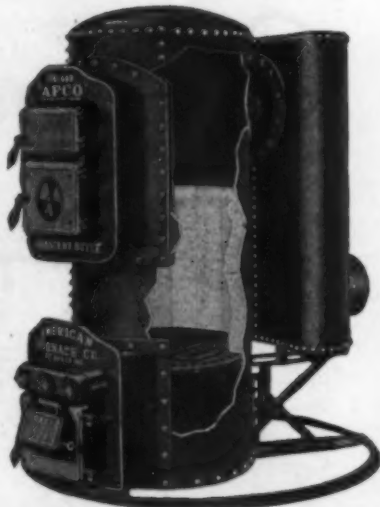
In unlined fire pots the air in the circulating chamber comes in direct contact with the red hot surface of the fire pot which scorches the air and takes away the qualities most needed for Healthful Heating. It causes headaches—dry throat—shrinks furniture and kills house plants.

The Fire Brick Lining in "AFCO" furnaces prevents scorched air in the circulation chamber—it radiates the heat through the fire brick to the furnace body in a mild condition.

"AFCO" Fire Brick is specially designed and the composition carefully tested for strength and wearing qualities. It promotes good combustion and saves fuel. It eliminates costly repairs and the furnace gives complete satisfaction to the owner.

This is only one of the many good reasons why Progressive Dealers prefer to sell "AFCO" Boiler Plate Furnaces in preference to all others.

It will pay you to investigate the "AFCO" dealer plan. Write today, there is no obligation.



"Built Like a Power Boiler"

**American Furnace Co.**

2719-31 Morgan St.

Dept. 38

St. Louis, Missouri

## THERE'S A WAREHOUSE NEAR

### It's Easy to "Get What the Public Wants"

IF FOLKS are beginning to hurry about their furnace installations for Fall, don't worry about how far away the factory is.

Western Boiler Plate Furnaces are carried in stock at the general distributing points listed below and possibly at others even nearer to you. Wire us and we will tell you where you can get quickest delivery.

## "Western" Boiler Plate

Furnaces are made of copper-bearing steel, permanently gas tight, economical in operation, practical and efficient, priced to compete with cast iron. Ask for special dealer's proposition.

Complete stocks are carried by these distributors:

**SOUTHERN ILLINOIS**  
American Foundry & Furnace Company, Bloomington, Ill.  
**KANSAS AND MISSOURI**  
Kansas City Furnace Company, Kansas City, Missouri.  
**NEW ENGLAND STATES**  
Decatur & Hopkins Company, 93 Berkely St., Boston, Mass.  
**SOUTHEASTERN STATES**  
Monerief Furnace Co., Atlanta, Ga.  
**WEST CENTRAL STATES**  
Standard Furnace & Supply Company, Omaha, Nebraska.  
**CALIFORNIA AND NEVADA**  
Pacific Coast Sheet Metal & Furnace Company, 3200 Geary Street, San Francisco, Cal.

**Western Steel Products Co.**

130 Commonwealth Ave.

Duluth, Minn.



The Furnace Pipe  
Commonly Regarded As  
The Best,  
Has Been Made  
Better!

It is Handy to Set  
and Handy to work with.

F. Meyer & Bro Co.  
Peoria Ill.

# BOOMER

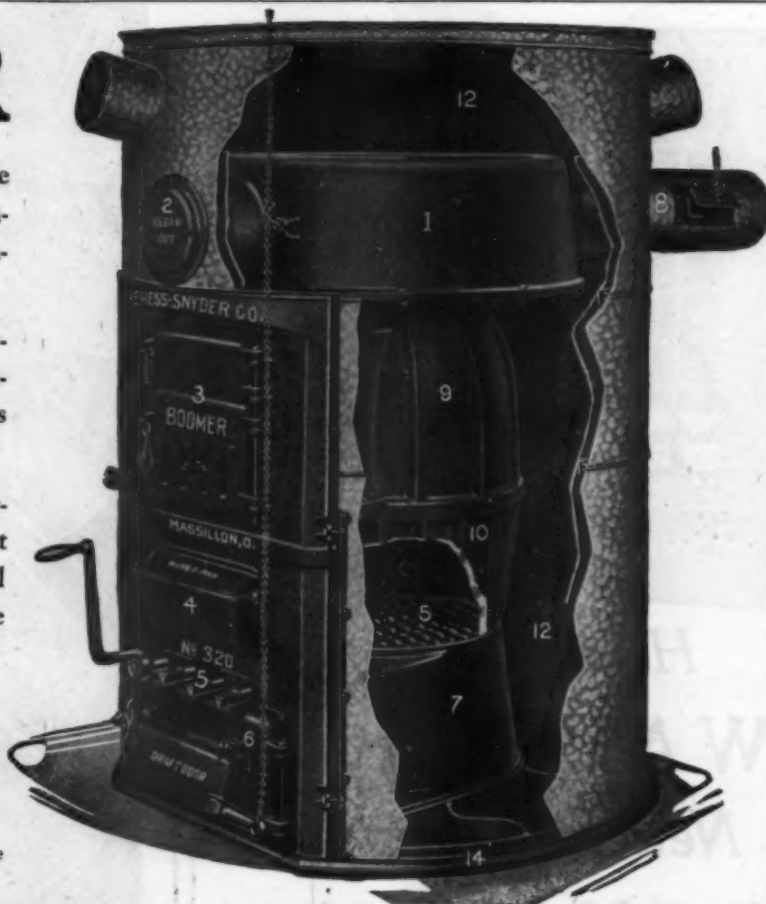
**T**HIS is our latest addition to the Boomer line. We heartily recommend it for your favorable consideration.

The severe tests we have given this furnace have proven its durability. The unsolicited reports we received from users last winter have been most flattering.

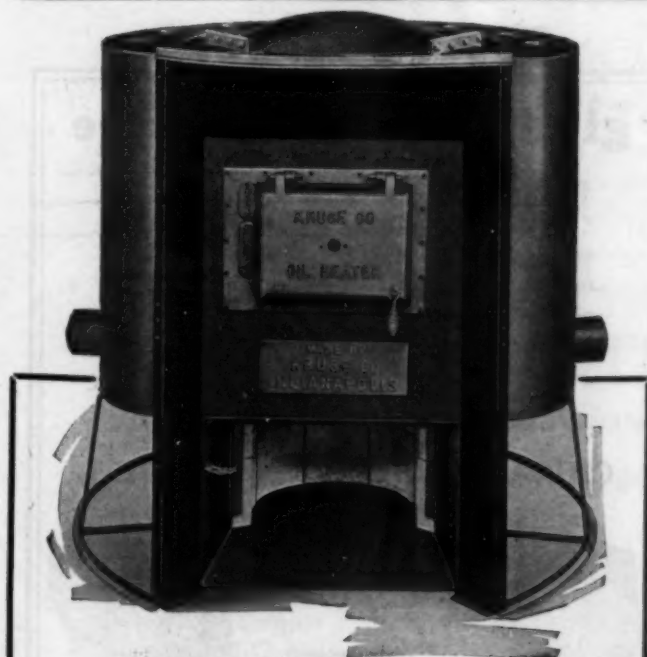
For durability, economy, easy to operate, easy to set up and the low price at which we offer this furnace, you will make no mistake in arranging for the agency.

**THE HESS-SNYDER CO.**  
MASSILLON, OHIO

Makers of BOOMER FURNACES for Forty-Three Years



THE NEW HALL-NEAL VICTOR FURNACE



## KRUSE OIL FURNACE

OIL is the modern fuel and the Kruse Oil Furnace is scientifically designed and constructed to use oil—efficiently and economically.

Its special welded steel construction, tubular design, and immense heating surface insure maximum results.

You should find out now how the Kruse Oil Furnace is getting real business for dealers.

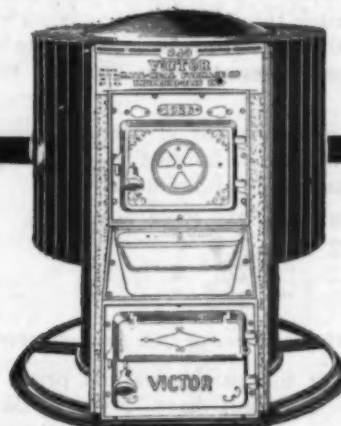
Write today for details on this and on regular welded steel coal burning furnaces.

**KRUSE COMPANY**

Welded Steel Furnaces

INDIANAPOLIS

INDIANA



Patented  
Jan. 2, 1923

## information worth money to you

It will pay you to find out about the new Hall-Neal Victor Furnace with Intercepting Heat Conveyors—patented January 2, 1923.

A basic patent on a furnace radiator design shows that it is new! And scientific tests show that this new radiator increases heating efficiency 20 per cent or more.

Good furnace dealers have doubled and even tripled their sales with the strong selling arguments for this better furnace. Write to us now about the valuable exclusive sales rights for your territory—and get a full description of this important improvement in warm air heating.

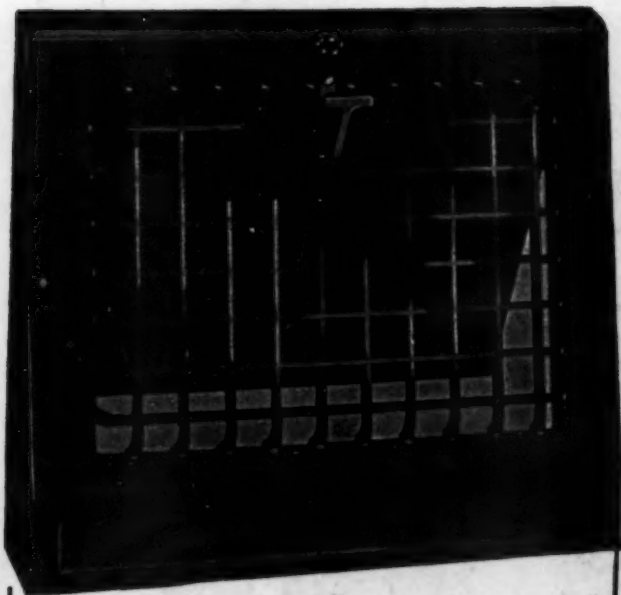
**HALL-NEAL FURNACE COMPANY**

1322-32 N. Capitol Ave.

Indianapolis

Builders of Hall-Neal Victor Boiler Plate Furnaces for more than a Quarter Century.

Mention AMERICAN ARTISAN in your reply—Thank you!



*Have you seen it?*  
**WALWORTH**  
*New Standardized*  
 STYLE B  
*Baseboard Register*

NOT only made throughout in accordance with the rules of the Standardization Committee but it is the *neatest* durable register ever made to sell at a popular price.

Simple, easy and accurate in operation, cast face made of the best iron, finished in all the popular finishes and made in the following sizes:

8x10	inch	2 1/4	base	extension
8x12	"	2 1/4	"	"
9x12	"	2 1/4	"	"
10x12	"	3 1/4	"	"

*Study the features of this new register.*

Write today for full particulars and prices on the Walworth New Standardized Style B Baseboard Register.

Order some for that next job—your customers will want them.

*Made by the makers of Walworth Double Gratings, Semi-Steel Registers, Side Wall and Floor Registers, Ventilators, Borders and Casings Rings.*

**THE WALWORTH RUN  
 FOUNDRY COMPANY**

West 27th Street and N. Y. C. & St. L. R. R., Cleveland, Ohio

*Distributors:*

ROBINSON FURNACE CO., Chicago, Ill.

HART MFG. CO., Louisville, Ky.

PHILLIPS & BUTTORFF MFG. CO., Nashville, Tenn.

*Eastern Representatives:*

PENN TINSMITH'S SUPPLY CO., Philadelphia, Pa.

**ATASCO**  
**QUALITY**  
**STAMPINGS**  
*and*  
**STOVE TRIMMINGS**

THE kind that only a completely equipped plant (open hearth to finished product) such as ours can properly produce and vouch for.

We know exactly the grade of material used for every part made, and guarantee the quality and workmanship in every stove trimming or stamped part manufactured by us.

*Give us a trial. No part too complicated—send us your blue prints.*

**THE AMERICAN TUBE  
 & STAMPING PLANT**  
 THE STANLEY WORKS  
 BRIDGEPORT, CONN.

*Branch offices in  
 all principal  
 cities*

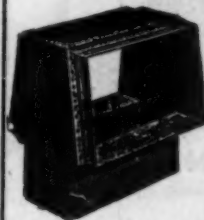
**This Pipe**  
**gives better service**

JUST take two sections of Chicago Pipe and snap them together—see for yourself how easily, quickly and firmly they fit together—see how strong CHICAGO Pipe is made and notice the extra weight and high quality of the material.

*Yes, we will send sample—just write today  
 for our Catalog No. 22 and price list.*

**CHICAGO FURNACE SUPPLY CO.**

1276-78-80-82 Clybourn Ave.  
 CHICAGO



**CHICAGO**  
**FURNACE PIPE**  
**AND FITTINGS**

*Say you saw it in AMERICAN ARTISAN—Thank you!*



*Send  
for a  
Sample!*

**O**ne Hundred Per Cent  
*Free Air Capacity without loss of  
strength or attractiveness*

**Y**OU never saw a finer piece of Register work—a better balanced job of designing than that found in this register.

This improved model while having the enlarged openings to allow 100% Free Air Capacity, is nevertheless strong and exceptionally neat in appearance.

## **The Improved STEARNS REGISTER**

is the only register made that possesses an operating device that does not rely on springs or tension to be effective. The operating device on the STEARNS REGISTER is very simple and most effective. It is exclusive with the STEARNS and is fully covered by patents.

The Register comes in all the standard sizes and finishes. STEARNS finishes are of the highest quality. All the regular electro-plated finishes can be had and also the popular lacquer finishes such as Brush Brass, Antique Brass and a perfect replica of Oxidized Copper. All lacquer finishes sell on same list price as White Japan.

Our new factory has increased our production facilities. Let us tell you how our selling plan saves you money.

*Write today for catalog and prices*

**STEARNS REGISTER COMPANY**

1234 Mt. Elliott Ave.

Detroit, Mich.



The Improved Air Duct Increases the Heating Capacity about 30 per cent in our

## WASHINGTON HOME FURNACE

Placed above floor, hence saves the cost of digging cellar. Produces circulating moist heat for 3 to 6 rooms. Only stove or furnace ever built without name plate or advertisement on the outside. (Name is molded on inside of front feed door.) Beautiful grained mahogany finish harmonizes with finest mahogany furniture. (Also in plain finish for one-third less.) Made in the same plant in which we manufacture 100,000 Washington stoves and ranges annually. Can ship promptly as we now manufacture fifty furnaces per day. *Nationally Recognized and Advertised.* Correct location of water pan. Most beautiful and most expensively constructed furnace now on the market. Write today for exclusive agency plan, your district may be open.

**Gray & Dudley Company, Nashville, Tennessee**

"We melt more than 100,000 Pounds of Southern Pig Iron per Day"

## ROBINSON SMOKE CONSUMER —SELLS ON SIGHT—

EVERY furnace owner can see the economy of having this inexpensive device save fuel for him by burning the smoke and soot.

FITS ANY FURNACE

EASY TO INSTALL

A REAL MONEY  
MAKER

**THE A. H. ROBINSON COMPANY**  
5103 Detroit Ave. CLEVELAND, OHIO



## "American Seal" FURNACE CEMENT

Roof Cement — Stove Putty  
Plumbers Putty

PAINTS and SPECIALTIES

**WILLIAM CONNORS PAINT MFG. CO.**  
TROY NEW YORK

Established 1852

JAMES L. PERKINS

Western Distributor

140 S. Dearborn St., Chicago, Ill.

If It's Repairs For  
STOVES, FURNACES  
OR BOILERS—

**WE HAVE THEM**

Send for Our Illustrated  
Book of Order Blanks Today

**NORTH WESTERN CHICAGO**  
STOVE REPAIR CO. ILLINOIS

## BOLTS

WE MANUFACTURE A COMPLETE LINE OF BOLT PRODUCTS, INCLUDING STOVE BOLTS, CARRIAGE BOLTS, MACHINE BOLTS, LAG BOLTS, NUTS, COTTER PINS, ETC. ALSO STOVE RODS, SMALL RIVETS AND HINGE PINS, CATALOG ON REQUEST.

**THE KIRK-LATTY CO.**

1971 W. 85th St. Cleveland, O.



## PATTERNS

FOR STOVES AND HEATERS FIRST-CLASS  
VEDDER PATTERN WORKS IN WOOD and IRON  
ESTABLISHED 1835 TROY, N. Y.

## PATTERNS FOR STOVES AND HEATERS

THE CLEVELAND CASTINGS PATTERN COMPANY  
CLEVELAND, OHIO

IRON AND WOOD

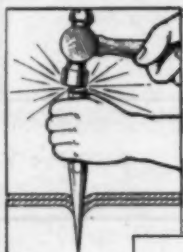
## STOVE PATTERNS

QUINCY PATTERN COMPANY  
QUINCY, ILLINOIS

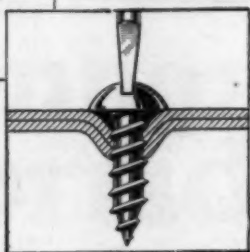
WRITE today for our  
10-page book-catalog  
which lists books of all kinds for  
the Sheet Metal Worker.

# On Every Job You Use Them You'll Save Time, Labor and Money

*Make Fastenings to Sheet Metal  
in 2 Easy Operations*



**1st.** Punch (or drill) a hole slightly smaller than the diameter of the Screw being used. (Note: The Screws will work equally well in a hole that is punched with a burr as shown, or punched or drilled clean.)



**2nd.** Turn the Screw in with a screw driver, the same as you would a wood screw in wood.

*Make Fastenings to Brick, Mortar  
etc., Easier, Quicker and Cheaper*



In mortar or other comparatively soft masonry, Hardened Masonry Nails can be hammered right in the same as ordinary nails are hammered into wood. In brick, concrete, etc., it is only necessary to drill a small hole to give the Nail a start.

## PARKER-KALON HARDENED SELF-TAPPING Sheet Metal Screws

(PAT. APRIL 1, 1919 — MARCH 28, 1922)  
AUGUST 14, 1923 — FEBRUARY 10, 1925)

*For Joining Sheet Metal  
and Making Fastenings to Sheet Metal*

The fact that more than 35,000 sheet metal workers, roofers, cornice makers and manufacturers of all kinds of sheet metal products use PARKER-KALON Hardened Self-Tapping SHEET METAL SCREWS is conclusive proof of their economy.

But it isn't for the sake of economy alone that these Screws are so widely used. Fastenings made with them are better than those made with stove bolts, etc. They are hardened by a special process that enables them to cut a thread in sheet metal, like a tap, as they are screwed into the drilled or punched holes. They bind the sheets firmly together making fastenings that vibration will not jar loose.

You can use them with savings of from 50% to 75% in time and labor for joining heating and ventilating ducts; attaching asbestos covering to ducts; joining sections of cornices and attaching ornaments to cornices; joining blow pipes, erecting fans, housings, assembling furnace pipe and casings; putting up long lengths of stove pipe; in fact for assembling sheet metal work of every description.

Try them without cost or obligation. We'll gladly send you samples.

## Parker-Kalon Hardened Masonry Nails

(PAT. FEB. 26, 1924.)

*For Making Fastenings  
to Brick, Mortar, Concrete, etc.*

Here's a Nail that offers the easiest, quickest and cheapest means of fastening things to brick, mortar, etc.

Sheet metal workers everywhere are now using PARKER-KALON Hardened MASONRY NAILS in place of expansion bolts, lead anchors, hooks, spikes and other expensive devices for such work as fastening leader and gutter; attaching cornices, flashings, etc.; hanging ventilating pipes and ducts and for many other applications.

Hardened Masonry Nails enable them to do this work with savings of from 50% to 75% in time and labor over former methods.

They are made in three sizes— $\frac{3}{16}$ " x 1",  $\frac{1}{4}$ " x  $1\frac{1}{2}$ " and  $\frac{1}{4}$ " x 2". Send for samples and try them out.

PARKER-KALON PRODUCTS ARE DISTRIBUTED THROUGH JOBBERS EXCLUSIVELY, SO PLEASE ORDER FROM YOUR REGULAR JOBBER. IF HE DOESN'T STOCK OUR SHEET METAL SCREWS OR MASONRY NAILS, WE WILL REFER YOU TO A JOBBER NEAR YOU WHO DOES

**PARKER-KALON CORPORATION, 354 West 13th Street, NEW YORK**

*Say you saw it in AMERICAN ARTISAN—Thank you!*

Published to serve  
the  
Warm Air Furnace,  
Sheet Metal, Roofing,  
Stove and Hardware  
Industries

Founded 1880

# American Artisan and Hardware Record

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\$2.00 Per Year.

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## AN ACHIEVEMENT

*An explanatory note regarding service to readers of AMERICAN ARTISAN. This paper is now nearing the completion of a half century of service. For almost fifty years it has catered to the needs of the men in the industries which it represents. At no time during its long and successful career has AMERICAN ARTISAN been in a better position to render complete, adequate service to its readers than it is today. In addition to the matter contained in our regular weekly publication, we maintain Service Departments for the use of our readers. If you have a problem to solve, we courteously invite you to submit it to us for solution. In what better way can we learn of your problems than from you direct?*

## Get Set for Your Largest Business!

**M**ANY dealers go on year after year and season after season without ever studying conditions in their territory—without keeping in direct touch with building operations or public preference in heating systems.

Moreover they pay little attention to the standing of the furnace they sell aside from its price. Many dealers who formerly were in this class are now live, progressive Torrid Zone Furnace dealers.

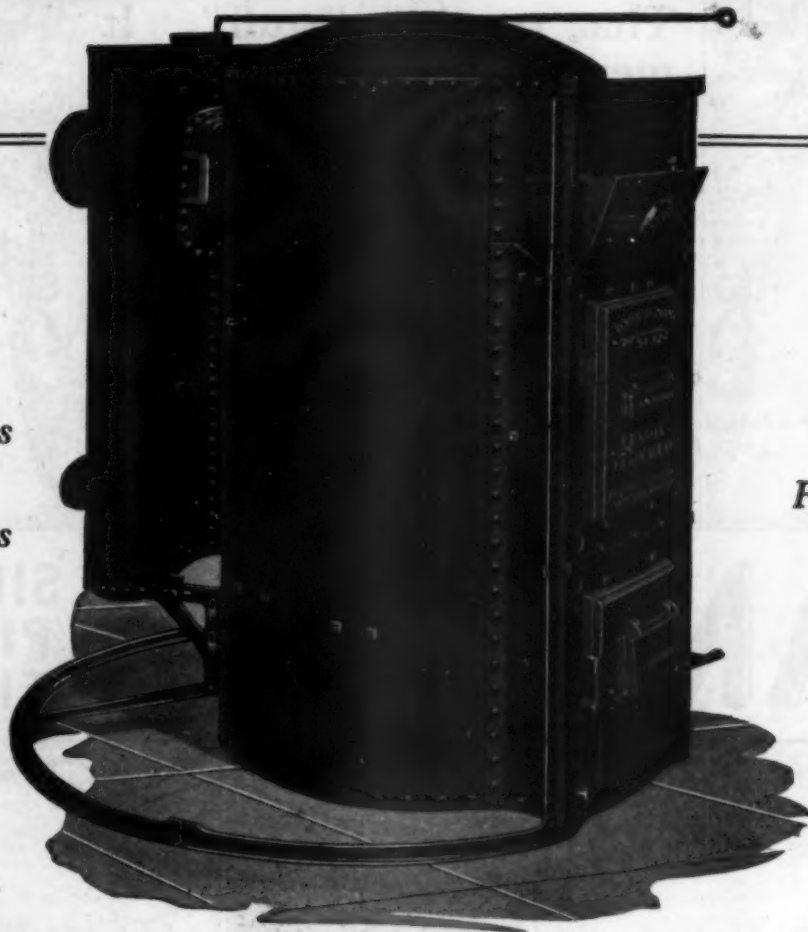
They no longer wait for business, but rather *sell* guaranteed warm air heating satisfaction with the Torrid Zone Furnace and yet because of the high quality furnace they sell they find more and more business coming to them.

You should get set for larger business with the Torrid Zone Furnace, the furnace with over thirty years experience behind it. The furnace that stands on top of the list because of quality, features and reliability.

*Why not request us to send a man to tell  
you all about it?*

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by the World's  
Largest  
Manufacturers  
of  
Steel  
Furnaces



Made  
in  
Fifty-Nine  
Styles  
and  
Sizes

## The Lennox Furnace Company

Marshalltown, Iowa

Syracuse, New York

When writing mention AMERICAN ARTISAN—Thank you!



**I**T is easy to establish leadership on paper—a clever writer, a bottle of ink, a flourish of the pen—and there you are.

But leadership, such as that enjoyed by Lamneck's Simplified Pipe and Fittings from coast to coast, cannot be so easily gained.

That requires "stuff". It means delivery of the goods—of true quality consistently maintained over a period of years. It means the manufacture of products that stand comparison. That is the real proof of the pudding.

Accept our offer below and compare to your own satisfaction—and ours.

**THE W. E. LAMNECK COMPANY**

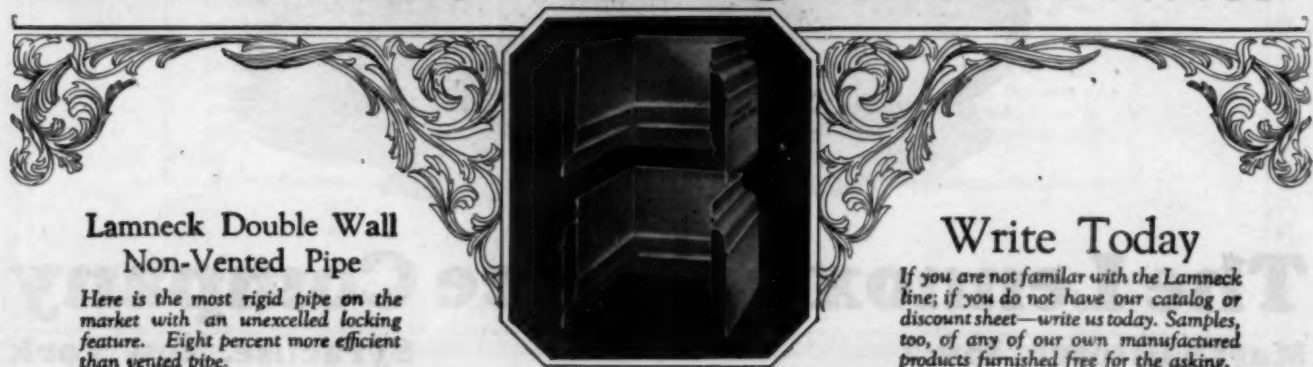
432-436 Dublin Ave., Columbus, Ohio

*Western Representatives,*

**THE QUICK FURNACE & SUPPLY CO., De Moines, Iowa**



# LAMNECK SIMPLIFIED PIPE AND FITTINGS



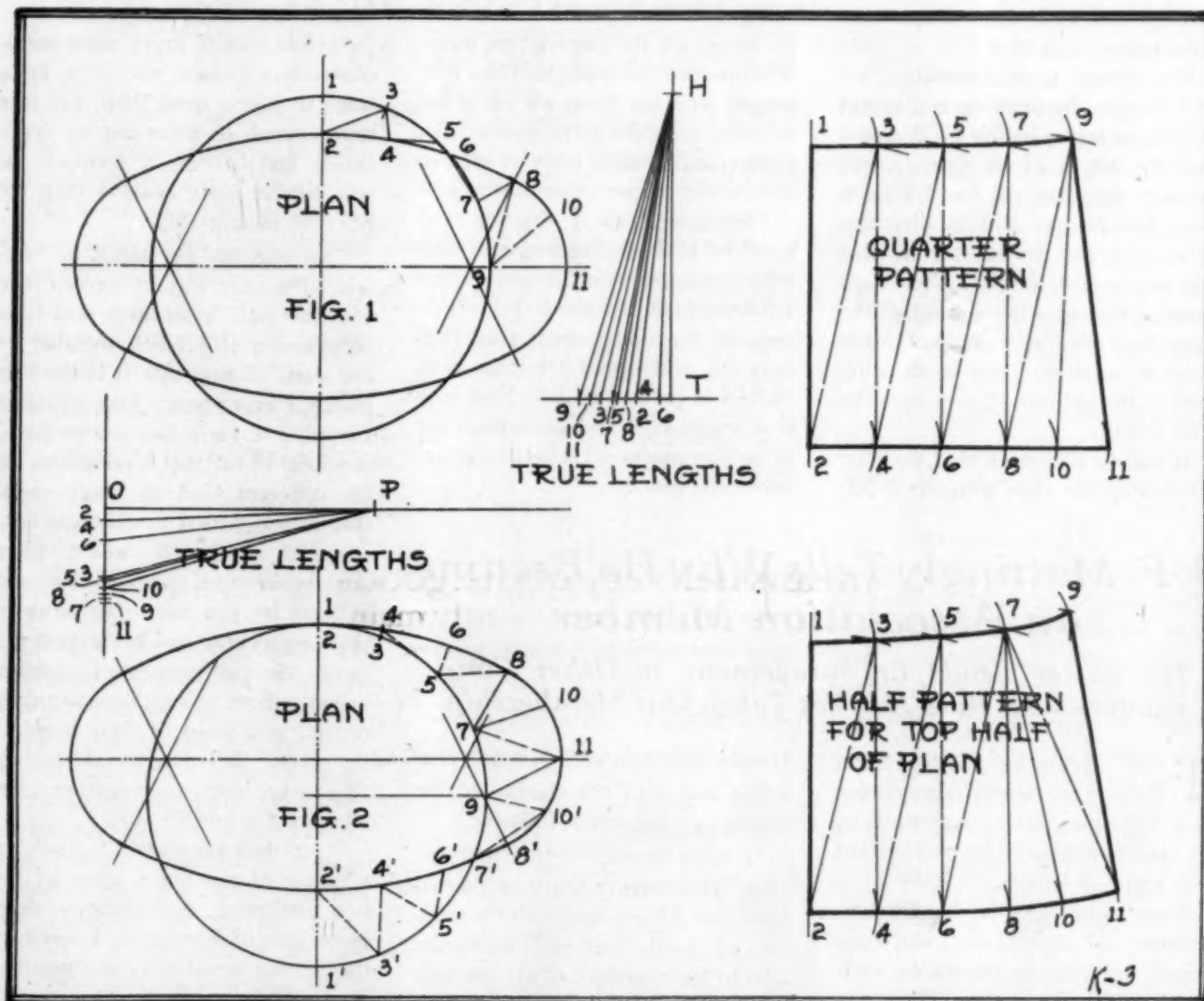
## Lamneck Double Wall Non-Vented Pipe

Here is the most rigid pipe on the market with an unexcelled locking feature. Eight percent more efficient than vented pipe.

## Write Today

If you are not familiar with the Lamneck line; if you do not have our catalog or discount sheet—write us today. Samples, too, of any of our own manufactured products furnished free for the asking.

Mention *AMERICAN ARTISAN* in your reply—Thank you!



Patterns for Oval to Round Transitions.

## Oval to Round Transition Construction Easily Accomplished

Article Answers Inquiry of  
Eugene Butscha, Cincinnati, Ohio

By O. W. KOTHE, Principal St. Louis Technical Institute

**R**ESPONDING to the inquiry of Eugene Butscha, Cincinnati, Ohio, for development of ovals to round, as per sketches submitted, I want to say, that he calls these "Flat Ovals." Geometrically, there

is no such term, but on the contrary ovals in the sketches are just plain "ovals." No doubt what is referred to as "flat oval" is the "oblong," or the shape of a wash boiler bottom.

Both the ovals and round bases may be described to any size that measurements may call for, and then as has been done in the case of Figure 1, divide one quarter of the plan in equal spaces. In this case,

we have four spaces in the quarter circle, and five spaces in the oval quadrant—the tangent line separating the two arcs of the oval forms a dividing line for equally spacing each part. Points thus established are numbered so as to walk from one point to another, as 1 to 2, 2 to 3, 3 to 4, 4 to 5, etc. Next join these points with lines.

We must next determine the true lengths, by drawing a diagram of a right angle, letting H-T represent the height of the fitting, with dividers then pick the line 1-2 from plan and set, as T-2 in diagram. Next pick 2-3, and 3-4 from plan and set, as T-3, and T-4, etc. Continue in this way by picking all the plan lines and setting them in in diagram as shown, and by drawing lines to the altitude H, you have the true lengths.

It will be observed, that we start numbering our plan with the 1-2-3-

4, etc., from the side—so that in developing we can work both ways, and so make the seams on the ends of the oval. This makes a much better job than is obtained when the seams are allowed to fall on the sides of the oval. It always allows for springing outward, and is never as rigid as when placed on the ends. In laying off the pattern, we merely reproduce the triangles from true lengths and lay them off on a flat surface, using the girth spaces from the top and bottom ends of plan to secure the proper circumference.

Therefore draw a line as 1-2, equal to H-2 of diagram, and then with compass, pick the girth space 1-3 from plan and set, as 1-3 in pattern by describing small arcs. Repeat this with space 2-4 from plan, and set in pattern as 2-4. Now pick true length H-3, and work these out in a like manner. The remainder should be easy.

great deal in upbuilding the sheet metal business in our town.

"The success that we have attained I feel we owe to the coöperation of its members in the state. I also appreciate the wonderful fellowship that the Louisville organization extends to us in every detail what I ask of them.

"I feel that if every sheet metal contractor, I care not if it be a large shop or a small shop, will take time enough to write out an application and become a member, he will receive more benefits than the price of membership.

"No one can get along by himself. The only way to succeed is to join the state association and have coöperation from each member of the state. I find that it is the best money I ever spent. You would be surprised to know the new methods, the new ideas, the development of the different kind of sheet metal that is being used in different construction work. It would place your business on a higher plane and at least let you have confidence in your competitor and he in you, because the difference of opinion brings about education, naturally causing one of us to think more of the other. It is like the old saying, 'We may have a competitor, but why not a friendly one?'

"Our state association is made up of some of the finest, some of the best and most conscientious sheet metal men of Kentucky. I feel sure that if you would become a member it would be one of the greatest pleasures of your life.

"I deem it a pleasure writing you in this manner, and hope that you will see your way clear to become a member of the Sheet Metal and Roofing Contractors' Association of Kentucky."

#### **Inland Steel Company Adopts New Sheet Schedules**

The Inland Steel Company of Chicago followed the action of the Youngstown Sheet and Tube Company in adopting a new gage differential schedule, effective September 1.

## ***J. F. Mattingly Tells Why He Became an Association Member***

### ***His Letter Lends Encouragement to Other Contractors Who Have Not Yet Taken Out Membership***

**T**HE Kentucky State Sheet Metal Contractors' Association is a very progressive organization. Its members believe in coöperation and unity of effort.

Some time ago L. D. Stiglitz, secretary of the organization, conceived the idea of requesting each member to write a letter. This was to embody the reasons why the contractor became and is a member of the state association and what benefits he has derived from such membership.

#### **Why I Am a Member of the State Association and What Benefits I Have Derived from the Association**

It was hoped through this means to determine whether or not the organization was fulfilling its purpose to the greatest extent possible.

One of the letters in response to this request was written by J. F. Mattingly, First Vice President. Mr. Mattingly's letter was sent to AMERICAN ARTISAN by O. E.

Hutchison, Louisville, who considers it one of the classics of the industry. The letter follows:

"I have been connected with the trade some twenty years at Owensboro and I have seen quite a number of good men and mechanics start in business here. They not only tried the impossible, go it alone policy, but seemed to go on the idea of get the business; in other words, keep the other fellow from getting it. All of them failed.

"A little over five years ago I went into business for myself. One thing I resolved to avoid if possible was that go it alone policy. It occurred to me that coöperation with my competitor was the only possible way to stick.

"It was upon the invitation of Mr. Albert Laub, a competitor of mine, that I lined up with the state association, and in my small way I have done my bit for the upbuilding of the association and it has done a

The American Sheet and Tin Plate Company, steel corporation subsidiary, is expected to follow the change in the method of pricing sheets announced by the Youngstown Sheet and Tube Company. The plan will bring selling prices more into line with production costs than under the present scale which allows too small a margin of profit on small gages.

#### Make Formal Announcement

The Youngstown Sheet and Tube Company announcement follows:

"Change in gage differentials for black and galvanized sheets, making 24-gage the base gage.

"Effective September 1, 1926, we shall change our practice in selling black and galvanized sheets. In-

stead of using the price of No. 28 gage as the base price, we shall hereafter make our price for No. 24-gage our base price.

"We have adopted this plan because the average gage of all the black and galvanized sheets that we roll is about No. 24 gage. Our differentials for heavier and lighter gages will be as shown on the attached card.

"These differentials you will notice have been changed from those we formerly used. We have made these changes in order to make our differentials correspond more nearly to the difference in our manufacturing costs for the various gages.

"This change will apply to one-pass cold rolled black sheets and gal-

vanized sheets. Our base gage and differentials for blue annealed sheets remain unchanged.

"We have made no changes in our extras for widths and lengths or other miscellaneous extras."

#### Lighter Gages Higher

Comparison with the black and galvanized sheet gage differentials schedule which has been used for many years indicates slight advance in the new differentials with reference to the lighter gages of sheets. These lighter gages, as those sheets thinner than the base gage are denominated, have come into more popular demand in recent years, the especially heavy draft being made by Japanese buyers upon American sheet producers for the lighter gages being particularly notable.

## Showing Construction of a Simply Made Blast Gate

### Welding Shop or Sheet Metal Man Can Make Gates With Profit

**N**EARLY every manufacturing plant has a quantity of sheet metal air ducts or blast piping. The system operates either at slight pressures for blowers, furnace blast or for ventilation, or at slight vacuum for sucking away waste shavings, fume or smoke. Each outlet in such a system requires a "blast gate" to open, close or throttle the flow. Often it is a real problem for the sheet metal man to provide a sufficient number of these for ordinary maintenance work or new extensions and to fit round or square pipe of all the various sizes.

An enterprising job welder, realizing this situation, designed the simple gate shown in Figure 3. He made three sizes: small (8 inches), medium (15 inches), and large (30 inches), and finds a ready market for them among the factories in his neighborhood. By virtue of the oxy-acetylene process it is a "universal" gate, easily adaptable to pipe of any size or shape up to the maximum opening. Maintenance men in other plants will also find time to make up a few for stock,

to be available whenever need may arise.

To illustrate the construction, an

8-inch gate is described in detail.

The two main frames A are made of  $1\frac{1}{2}$  by  $1\frac{1}{2}$  by  $\frac{1}{8}$ -inch angle iron, and measure 8 by 16 inches inside. Such a frame can be made of a single piece of angle iron, notched at the corners, then bent to shape, and the corners welded. Probably a better way, everything considered, is to make

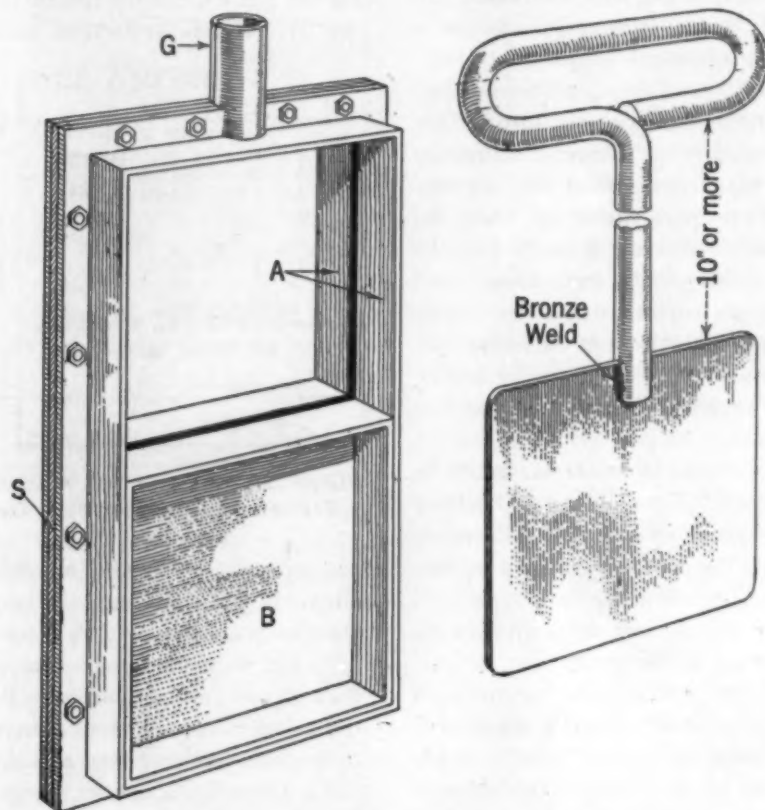


Figure 1—Method of Cutting Angle Iron for Square Corner

angle iron frames of four pieces. The top and bottom rails are cut square, exactly 8 inches long. The side rails are 19 inches long but the upstanding leg is notched back square  $1\frac{1}{2}$  inches on each end, with an oxy-acetylene cutting blow-pipe. The four pieces are clamped on the welding table securely, tack-welded at *T* (Figure 1), pre-heating the upstanding legs to a full red at the corner before starting to weld at *B*.

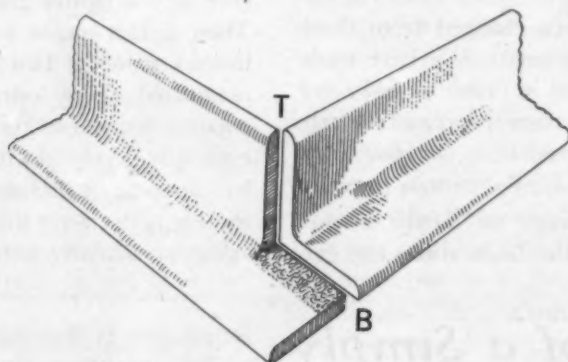


Figure 2—Layout for Bulkhead

The flame should be directed toward the bottom of the angle.

One bulkhead *B* is required for the bottom of each main frame. It is a square pan made of 10 or 12-gage sheet metal, exactly 8 inches square outside, and its sides  $1\frac{1}{2}$  inches deep. It is easily made of a square of metal 11 inches on one side (Figure 2), each corner notched square to the bending line for the 8-inch bottom. After turning up the four edges, weld the corners. When properly made the bulkhead should be a gentle force-fit into the lower part of the main frame, and the inner surface should be exactly flush with the back of the angle iron. To insure tightness run a bronze weld rapidly around the outstanding legs.

Next the spacer frame should be made of  $\frac{1}{8}$  by  $\frac{3}{4}$ -inch bar, welding the corners square. Its dimensions should be 11 by 19 inches outside (to match the main frame) and  $9\frac{1}{2}$  by  $17\frac{1}{2}$  inches inside to give a little clearance to the gate.

Figure 3 shows the assembly of the two frames *A* and the spacer *S*. A gasket of heavy manila paper should be inserted on both sides of the spacer. Surplus weld metal on

the surfaces in contact should first be carefully removed, and each member flattened against a true plane to remove any warps from the welding heat. When the frame is correctly assembled, a series of  $\frac{9}{32}$ -inch holes, spaced about  $3\frac{1}{2}$  inch centers, is drilled near the edge of the outstanding legs, and the parts bolted together with  $\frac{1}{4}$  by  $\frac{3}{4}$ -inch bolts.

Meanwhile the gate has been con-

handle will slide through easily without binding.

To mount such a gate on an 8-inch square duct, it is only necessary to fix the pipe ends into the upper opening, place the gate in position, and bolt the two ends together. The manila paper gasket gives enough play so the gate slides easily, yet very little clearance for air to work around the edges when the opening is closed. No leakage to the outside is possible except through the handle guide, and this is purposely reamed to a very snug fit. To open the passage, the handle is pushed in, and the gate drops into the pocket between bulkheads; a close fit between the sliding gate and the edges of the guides *A* prevents dirt from falling into the slot. (For that matter, the handle can be turned toward any side where operation is handiest, sideways or even downwards.) The sliding gate, being of brass, will not rust and stick to the frame after having been inoperative for some time.

In order to adapt such a frame to odd-shaped and smaller pipes, it is only necessary to blank off the opening with the square steel sheet, welded to the outstanding legs of the angle. Then cut a hole of the correct size in this and weld in the pipe.

Obviously the applications of such a device are almost without limit. At one place a number of the larger sizes were used for sluice gates, the frame being cast directly into the concrete.—*Oxy-Acetylene Tips*.

#### St. Louis Sheet Metalers to Picnic at Bartolds Grove September 19

Notices have been released by the Sheet Metal Contractors' and Sheet Metal Consumers' Protective Associations of St. Louis, Missouri, commanding all members of these organizations to attend the basket picnic, which is to be held at Bartolds Grove, Sunday, September 19, 1926. Bartolds Grove is located at 7900 Manchester Avenue, St. Louis. Those going by automobile can take Manchester Road direct to the park. Those depending upon

structed of a piece of  $\frac{1}{8}$ -inch brass plate,  $9\frac{1}{4}$  inches square. Notch the top center  $\frac{3}{4}$  inches deep, and bronze-weld a handle made of  $\frac{1}{2}$ -inch cold rolled steel bar to it.

The gate is now complete except for the guide *G* for the handle (Figure 3). This is a piece of  $\frac{3}{8}$ -inch

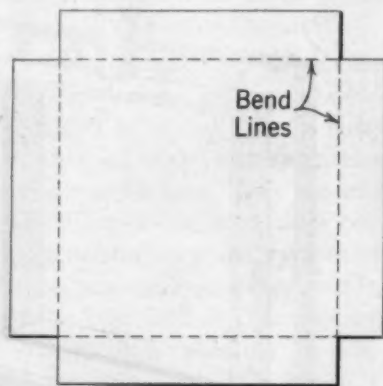


Figure 3—Method of Assembling Frame and Details of Blast Gate

gas pipe ( $\frac{1}{2}$ -in. actual internal diameter)  $2\frac{1}{2}$  inches long, cut lengthwise with a hacksaw. A place for it is cut from the exact center of the top rail (using a blowpipe) and the two halves welded in place and to accurate line with bronze welding rod. Then run a reamer of proper size through the pipe so that the

the street cars to get out to the park should take the Manchester car or bus line.

The committee in charge of arrangements includes such well

known personages as Joseph Frick, Edward Cuddy, Jerry Jakle, Dick Richardson, G. A. Frankel, Charles Wand, Julius Gerock, Bill Diestelhorst, Gus. Becker.

## Competition an Irritant, Not a Stimulant or Refreshing Influence

*Cooperation Consists in Understanding, Abilities and Desires*

By GEORGE L. BENNETT, Director of Building Trade Extension, of the Sheet Steel Trade Extension Committee

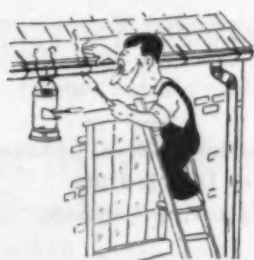
TO TIE this subject to something in your own past let us think about those solemn moments when we look over the year's balance sheet, take stock of ourselves, and try to determine whether we and our business are doing something worth while, really getting ahead or just drifting. Have we an aim in life and are we attaining it? The question arises at this point, have we, as business men, a right to an ideal or an aim? Is it practical to have such a thing or should one jump in and go ahead along accepted lines? In reality, no one ever reached for an apple without first deciding that it was desirable and by reaching could be obtained. Therefore an ideal, an aim or a thought precedes every action. The examination of these ideals, the ways of attaining them is one of the practical things that must be done to attain progress.

Let us look at competition. It is through fear of loss, lack of attainment to so excite, that the best results which one or an organization is capable of are not produced. The results obtained through competition would be very much better, indeed, were it not that competition provokes antagonism and a diversion of part of the force which would be available for the accomplishment of the principle object, into antagonism directed against other competitors. Despite this, there are capitalists who say they want competition because it keeps their organization on tiptoe. Without it their men get soft, become dull and easy. This is not necessarily true, it only reflects

poor conditions and management. It is just as possible to keep an organization on its tiptoe without competition as it is to win a horse race without the use of whip or

It would not hitch the horse of one neighbor to the ox of another, let one neighbor ride while the other plows, but it would use these men in separate capacities, each doing the work for which he is best equipped. Coöperation of nature has changed man in a little over a hundred years from beasts of burden to a master of the forces of nature. The brain of any one man did not do this, but the coöperation of many. What has been started is as nothing compared with what is in sight. The atom is known to have more possibilities of power than a hundred coal mines. Some men know that human minds are as great or greater than the atom and that not competition but coöperation, helpful understanding and sympathy are the keys that will unlock these possibilities. Do we have the big viewpoint that nature holds, the big things we want, that we have only to learn her ways to get them, or must we believe that someone else has what we want and we must take it away from them?

Except in very favorable localities practically all sheet metal contractors suffer from some upstart competition. Men whom you do not relish, with a single bench in the cellar, with one or two machines, men who hang on to your efforts and make among themselves no effort to advance the industry and whose only public note is the practice of price; many men who do not have to make prices because they do not do the full number of things a sheet metal contractor of should do. From some viewpoints these men are an unmitigated curse, but from others they are a coming crop of sheet metal contractors. Many will fall by the wayside, but some few will grow up. There are two questions for the sheet metal contractor of today; first, is the opportunity to serve the public worth so little that they can afford to be forced to share it in competition with these upstarts; and second, are the present sheet metal contractors so capable from all points of view that they do not need the air which younger blood could give them, and will they



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spur. *Competition is an irritant, not a stimulant, or a refreshing or strengthening influence.*

Coöperation consists in understanding ourselves, abilities, desires and in understanding others the forces of nature, and working all of these together for a worthy end.

continue to be so well situated as their organizations age and die down?

One working man in a Middle Western city realized that the opportunity to serve was worth more than the people asked for the opportunity. He put this principle into effect in one highly competitive business, by either getting his competitors to come in with him or by buying them out of his field completely. He is now a millionaire and very highly respected.

Most of you have this opportunity and this necessity in your community. A man who has a great gift in one direction is exceedingly liable to have a lack in some other. An expert mechanic and splendid manager of men may be a poor salesman or collector. These are separate activities and call for different types of mind. Four different concerns in one community may succeed indifferently well because one is a good mechanic, another a good collector. Why should each one of them have poor shops, poor equipment and a poor regard in the community when by combining each man has the freedom to do the thing he likes most and does the best? Why not take in your competitors, especially the most likely of them, and grow in a way that the one-man organization seldom can? A wonderful future lies ahead in coöperation in this direction. Is it not worth the overcoming of cowardly fears to attain a future of that brightness?

Your association can help by coöperating with you and by wider coöperation with other associations and organizations, can bring the best minds of the country to contribute to the world's knowledge of your art and your materials. The coöperation which the Sheet Steel Trade Extension Committee can offer many of you know, and will therefore limit what we have to say to the new things we are working on and of which you may not have heard.

Fire tests of roofing were made a few months ago at the Bureau of Standards in Washington. Efforts have been made for a good many

years to have metal roofings tested in comparison with roll roofings, asphalt shingles, wood shingles, yet it had never been done.

#### **Secretary's Office of Ohio Sheet Metal Located at Southern Hotel, Columbus**

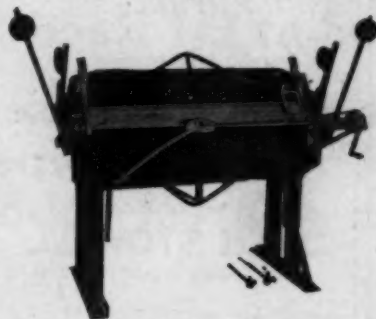
W. C. Abbott, the new paid secretary of the Ohio Sheet Metal Contractors' Association, states that the secretary's office is located at the Southern Hotel, Columbus, Ohio.

Secretary Abbott is very enthusiastic about his new work. Since entering upon his new duties some time ago, he has been out over the state and reports that prospects for the upbuilding of an organization of sheet metal men in Ohio that is second to none are exceptionally good.

Mr. Abbott is thoroughly experienced in sheet metal and furnace work. He is well versed in organization activities. The Ohio men can do no less than give Mr. Abbott their whole hearted support.

#### **Double-Duty Elbow Changes Name to Double-Duty Manufacturing Company**

The Double-Duty Elbow Company, 32 South La Salle Street, Aurora, Illinois, has changed its name to the Double-Duty Manufacturing



**The Brake**

Company. There is no change in the personnel of the company, however, and the manufacturer of the slitting shears made by the company to be attached to bending brakes will be continued. These shears are made to cut from 16-gauge to lighter.

The shears made by the company are of the folding type and when folded around and up will not interfere with bending iron in the

brake according to officials of the company.

They are always ready for use, as it requires less than a minute to put in position for cutting. To put the cutting edge out of the way for bending the iron the same length of time is required. The time and hard labor saved over hand cutting by this method is inestimable.

The company has made provision to send a shear to responsible people on 10 days' trial and if not satisfactory it can be returned.

Full details concerning this new shear can be had by writing the Double-Duty Manufacturing Company, 32 South La Salle street, Aurora, Illinois.

#### **Here's Jump Rule for Measuring Circular and Oblong Areas**

A quick method of finding the capacity of any round, or oblong vessel, pipe, container or object, is here given. We found when a "cub in the shop" that the older journeyman, usually, was not keen to disseminate, or take the time to hand out information of like character, nor is the book of estimates or manual, always at hand when wanted.

To find the area of any cylindrical object—multiply the circumference by one half the radius, is an established rule known to every one, now days. Finding the circumference of a given diameter, is not so easy, taken in decimals.

This is where the "jump rule" comes in, known to many, yet not at all to the majority.

Instead of going by the long way around rule of 3. and .1416 as the multiplier, multiply by 3, only, then add one inch, and fraction, if any, to every seven of the diameter. Example, using 7 inches as the diameter,  $7 \times 3 = 21 + 1 = 22 \times 1\frac{3}{4} = 38\frac{1}{2}$  square inches. Or with fraction, 12 inch diameter,  $12 \times 3 = 36 + 1\frac{5}{7} = 37\frac{5}{12} \times 3 = 113\frac{1}{7}$  inches area capacity. Within 22/2,500 of being correct. Too infinite small a fruit to make a hint at disturbance in a cold air pipe or pit calculation, or any vessel made in a tinshop. The area of an

*"The quality pipe of mechanical perfection"*

**WE** are pleased to announce that E. C. Dunning, Incorporated, have purchased all of the manufacturing equipment, patents and rights to manufacture "Kwik-Lok" furnace pipe and fittings.

A new and modern factory is being erected at 41st Avenue and Mitchell Street, Milwaukee, Wisconsin, where the high quality of our product can be maintained under the most favorable conditions, and improvements made from time to time.

In this new factory we will also engage in the manufacture of Light Metal Stampings.

Until our removal to the new plant, we will be located at 131 Reed Street.

We will be pleased to serve you with "Kwik-Lok" furnace pipe and fittings through our nearest jobber, or direct.



**E. C. DUNNING, Inc.**  
MILWAUKEE, WISCONSIN

*Say you saw it in AMERICAN ARTISAN—Thank you!*

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- 4 Improved one-piece feed section having increased radiating surface.
- 5 Large one-piece cast radiator made by new moulding process which insures uniform thickness.

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Homes*

Never before in the history of furnace manufacture has a product been offered which will in any way compare with the new HOMER GRAND. This heating plant is the accomplishment of some of the most reputable heating engineers this country has ever known, and its introduction in any community will truly cause a sensation from the standpoint of sales.

This DeLuxe furnace is the result of years of careful study in perfect fuel combustion and heat distribution. It is the product of the HOMER FURNACE COMPANY of Coldwater, Michigan. Their



## *A Combination of Beauty and Power*

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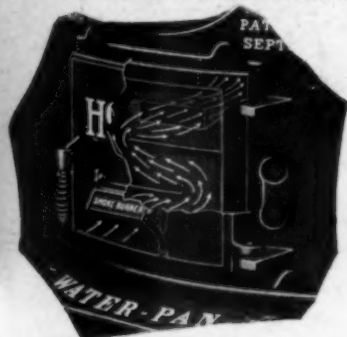
HOMER GRAND Radiator



HOMER GRAND Triangular Bar Grate



HOMER GRAND Draw Center Grate



HOMER GRAND Smoke Burner



HOMER GRAND Guaranteed Firepot

The furnace castings illustrated on this page are the very last word in heating efficiency. They are designed with one motive in mind—that of saving fuel and developing the greatest number of heat units from fuel consumed.

## OUTSTANDING FEATURES

**6** New lever shaker construction that absolutely WORKS.

**7** Large water pan easily accessible, furnishes proper humidity.

**8** Large feed door with newly designed smoke burner that has passed all tests.

**9** Water Coil port-holes both sides of feed door.

**10** Automatic gravity cleanout door, the safety valve of the furnace.

**11** Patented Tie Rods which prevent smoke and gas escape.

**12** Oversize casings.

*Capacity Over  
30,000 Furnaces  
Annually*

leadership in furnace manufacture gives the HOMER GRAND prestige which in itself becomes an immediate asset for dealers who represent this recognized leader of furnaces in any community.

Write for our new general catalog which gives further details and ask for our Homer Dealer Plan which will, combined with earnest efforts, make you a leader in furnace sales. Then, too, the fact that we handle our own time payment paper, makes furnace sales easier.

## Performance Offered in One Unit

Proving again that AMERICAN ARTISAN  
is the one paper read by the majority  
of the livest warm air heating contractors

## B. F. STURTEVANT COMPANY

MAIN OFFICE & WORKS:  
HYDE PARK, BOSTON, MASS.

Sturtevant  
INCORPORATED

FREIGHT ADDRESS:  
REARVILLE, MASSACHUSETTS

HYDE PARK, BOSTON, MASS.  
August 28, 1926.

TO INSURE PROMPT ATTENTION  
ADDRESS YOUR REPLY TO THE WRITER

SUBJECT

American Artisan &  
Hardware Record,  
620 So. Michigan Ave.,  
Chicago, Illinois.

Gentlemen:-

Mr. Frazier, the assistant to our advertising manager, has called the writer's attention to the location of our advertisement in the August 21st issue of the Artisan.

We want you to know that we appreciate your cooperation and wish you to accept our sincere thanks for the location you gave us. We assure you that we will remember this when we have occasion to use a Trade Journal, covering the Artisan & Hardware Trade.

We know that you will be interested in the number of inquiries we have received during this fiscal year starting July 1st. We have had four advertisements, two in July and two in August. This includes the August 21st issue. From these we have received to date one hundred and forty-three inquiries, a great number more than we have ever received from any other publication on any Sturtevant Apparatus.

During the past eight months that we have been using your publication we have received approximately four hundred inquiries in reference to the Sturtevant Furnace Vacuum Cleaner.

Very truly yours,

By *W. R. Fundt.*

MOR. VACUUM CLEANER DEPT.  
Industrial Division.

No. 3  
of a  
Series  
of  
Letters

WRY:DP

AMERICAN ARTISAN—620 South Michigan Avenue  
CHICAGO, ILLINOIS

YOU may send us full information concerning  
your publication and plans for a result producing  
advertising campaign.

Name .....

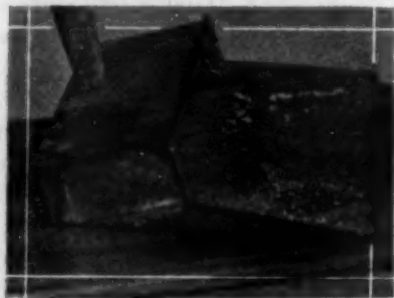
Address .....

Say you saw it in AMERICAN ARTISAN—Thank you!

oblong vessel (as a wash boiler) with parallel sides and half round ends, can readily be found by squaring up to the circle at each end; the two ends, if true, will make a continuous circle, which may be figured as heretofore described. The parallel sides may be calculated as a square, or four cornered, right angle body. If the full capacity of such a receptacle is wanted known in cubic inches, the two sums added, and multiplied by the depth in inches, will give its content in cubic inches.

#### Showing Construction of 1-Piece Sheet Metal Dust Pan

In the one piece dust pan made from sheet metal, the sheet metal or tinner man can make an article that has a universal appeal; this is made from one piece of metal, as



One-Piece Sheet Metal Dust Pan  
Complete

per the sizes given on the drawing, and shown in the photo.

The entire piece is first laid out and then bent and soldered at the ends to form the completed material.

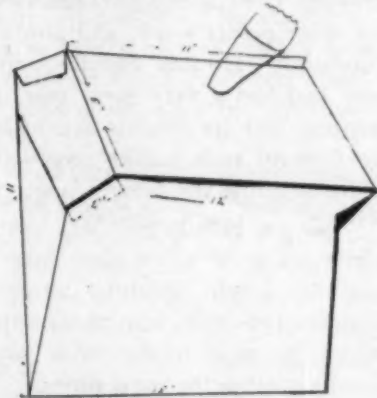
The handle is made from a small piece of metal formed in a tapering piece to fasten to the top of the pan, into which a piece of broom stick or handle can be fashioned; this will make a very useful device for use in helping to keep your shop clean and tidy when necessary and will not take long to make.

The black portions heavily shaded in the drawing indicate that heavy wire is used here to help reinforce the completed dust pan and make it more useful and long lasting for the man who uses it in the shop.

Twenty-six gauge metal was used

in the dust pan and this makes it sturdy and serviceable to a lasting degree.

This sheet metal device is one of many that can be fashioned in spare moments and that will help repay for the time involved in its making;



Pattern for Dust Pan

every shop needs to be kept a bit clean, even though it be one of those places where scraps quickly accumulate, but the small amount of time involved in cleaning up is infinitesimal compared with the satisfaction of having a neat and clean place in which to work.—By C. H. Thomas.

#### Copper Roof Would Have Safeguarded Lake Denmark Arsenal

Many lives were lost and it cost our country \$100,000,000! The Lake Denmark arsenal tragedy is gruesome evidence of the price paid for ignorance or carelessness.

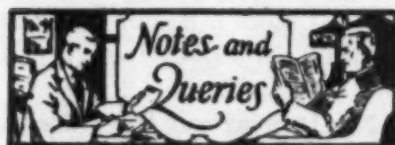
Brisbane, in his column of July 18th, gives the scientific opinion of Professor Poipin of Columbia University: "A copper roof on the building, copper sheathing to protect chimneys, connection from roof to ground at many points by copper rods or heavy copper wire running into the ground down wet soil, plus copper sheathing on the sides of the buildings also running into the ground—nothing else was needed. A building thus protected, with copper screens on the windows, is absolutely safe from lightning."

That is the plain truth, and where expense of copper would be too great, we wish to say galvanized steel is just as sure a protection against lightning or fire. Facts are: Sheet metal is the safest, lightest,

most durable roofing material ever produced. It can be wrought in all shapes to suit architectural requirements. The only real argument we ever heard against sheet metal was *price*. Paper roofs, as a result have become quite common, but on good buildings have a cheapening effect.

The foundation and the roof can not stand cheapening, if you want a house beautiful and durable.

Basing cost on years of service, a sheet metal roof is the lowest-priced roof to be had. And remember! It takes a real mechanic to apply metal roofing to get this long service.—*Hauck's Messenger*.



#### Neal's Patented Register Shield.

From Chicago Furnace Supply Company, 1278 Clybourn Avenue, Chicago, Illinois.

Can you tell us who makes Neal's patented register shields?

Ans.—Hall-Neal Furnace Company, Indianapolis, Indiana.

#### Sheet Aluminum.

From Arlington Sheet Metal Works, Arlington, South Dakota.

Kindly inform us where to buy sheet aluminum the thickness to be between 24 and 26 gauge by U. S. Standard Gauge.

Ans.—Aluminum Company of America, 360 North Michigan Avenue, and S. Birkenstein and Sons, 1056 West North Avenue; both of Chicago, Illinois.

#### "Hart" Combination School Heater.

From Ralph J. Burr, Standish, Michigan.

Can you tell us who makes the No. 24 Hart combination school room heater? We want to get grates for it.

Ans.—This is made by Hart and Crouse Company, Utica, New York. You can also secure repairs from Northwestern Stove Repair Company, 662 West Roosevelt Road, Chicago.

#### "Kawneer" Ventilator.

From Hammond Sheet Metal Company, Second and Cass Avenue, St. Louis, Missouri.

Please tell us who makes the "Kawneer" ventilator.

Ans.—The Kawneer Company, Niles, Michigan.

## Random Notes and Sketches

By Sidney Arnold

*"The essence of humor is sensibility; warm, tender fellow-feeling with all forms of existence."—Carlyle.*

I had the pleasure of a visit from Mr. E. C. Dunning, President and Treasurer of E. C. Dunning, Inc., Milwaukee, on Thursday of this week. Mr. Dunning was in Chicago on business. The E. C. Dunning Company has taken over all of the unfilled jobber contracts and orders of the Dunning Heating Supply Company, having purchased all of the manufacturing equipment, patents and rights to manufacture and market "Kwik-Lok" furnace pipe and fittings.

Mr. Dunning and his associates, Mr. William F. Porch and Mr. Ross O. Aton, vice president and secretary respectively, are looking forward to good business from now on. It is indeed a pleasure to see these younger men taking the reins of business and I wish them all the greatest possible success.

\* \* \*

Upon returning from my vacation, which afforded me a great deal of enjoyment, I found that "me and the missus" were the happy recipients of a card from Yellowstone Park, the sender being none other than Miss Merrick, daughter of Ed. Merrick of Louisville, Kentucky. Miss Merrick took a very active part in the staging of the National Association of Sheet Metal Contractors' Convention at Louisville last May.

I enjoyed the card which Miss Merrick sent very much, and my only regret is that more of my friends do not tell me of the good times they are having when on an outing.

\* \* \*

I had a very delightful visit with my friend, Fred Gottschalk, on Wednesday of this week. Mr. Gottschalk, as you all know, represents the R. J. Schwab & Sons Company, Milwaukee, makers of the Gilt Edge furnace. He had just

returned from a trip to Louisville and other points south, and also to Pittsburgh. He said that his company had had a very good year in furnaces and its officials are looking forward to a banner record in business during the coming year.

While in Pittsburgh Mr. Gottschalk put up at a first class American plan hotel. Wanting to post himself on the times that meals were served, he went to the office and asked the clerk the meal times.

"Breakfast, seven to eleven," answered the clerk; "luncheon, eleven to three; tea, three to six; dinner, six to eight; and supper, eight to twelve."

"What," shouted the astonished Mr. Gottschalk. "When am I going to have time to call on my trade here?"

\* \* \*

R. C. Walker, manager of the Meyer Furnace Company, Peoria, Illinois, is known among his friends as being the champion non-committal letter writer. Here's what Roy bases his right to the title upon.

He had in his employ a man who was so lazy that he was utterly worthless, but Roy hated to fire him—Roy has a compassionate heart.

There came a day, however, when Roy's patience was exhausted and he discharged the man.

Before leaving the lazy one said, "Will you give me a character?"

Roy thought a moment and then seated himself and dashed off the following classic, which gives him the undisputed title to the brown derby: "The bearer of this letter has worked for me one week and I am satisfied."

\* \* \*

Now that our worthy friends, the Texans, have been definitely given the privilege of entertaining the National Association of Sheet Metal Contractors at the next convention,

they are undoubtedly anxious to get as many suggestions or tips as possible. Learning of an incident which occurred here in Chicago recently, I thought I would pass it on for what it's worth to the boys in Texas.

A new musical comedy came to town recently. The billboards announcing it read: "50 Beautiful Girls; 45 Gorgeous Costumes."

Three students were killed and several dozen horribly mangled in the rush at the opening performance.

\* \* \*

I had a short chat with Mr. R. H. Guenther, Accurate Sheet Metal Works, Chicago, and President of the Cook County Sheet Metal Club. Mr. Guenther said that he had entirely recovered from the effects of the strenuous game of ball he played at the recent picnic of the Cook County Sheet Metal Club and is now looking forward to a good score in the even more strenuous game of business. Speaking for the Club members in general, President Guenther stated that all were anxious to get back to the work of the association. The social affairs of the club are indeed elaborate, and when it comes to getting down to business at meeting—held twice a month—these men all have batting averages which hover around the 100 per cent mark.

\* \* \*

Bill Laffin, in addition to being a supersalesman for Tuttle & Bailey, considers himself quite some humorist. Humoring folks is Bill's avocation as well as his vocation. You see, he's different. Recently Bill sent a selection of his original jokes to the editor of *Life* and confidently awaited a remittance.

Bill's excitement ran high when in a few days he got a letter which obviously came from the magazine. He opened it with feverish haste. There was no check, but instead the envelope contained a short note which read as follows: "Dear Sir, your jokes received. Some we have seen before; some we have not yet seen."

## The Editor's Page

### Rendering Service Versus Insuring Against Loss

A PROSPEROUS community is the sign of prosperous industries in that community. Men in all walks of life are busily engaged in their several industrial pursuits there. Their buying power is good and increasing in size as time goes on.

The prosperous community is also the sign of another more important indication. It reveals the fact that the industries within that community are selling their products and services at a price high enough to cover all costs incident to the business and to give the owners a margin of profit large enough to call out the best efforts that are in them.

This state of affairs bears out the maxim that no single industry or group of industries can prosper unless the returns received by them is sufficient to defray all costs and pay a fair rate of interest on the investment.

To indulge in price cutting is ruinous. It not only takes away the life blood of the industry, but it creates industrial hatreds, social hardships and unexpected tax burdens—for every time an industrial concern goes to the wall the public foots the bill.

Every man in industry, to do his best work, must enter that industry with the thought that the work he is doing therein is necessary and for the good of humanity at large. Without that attitude of mind as a part of the initial equipment, success in any noticeable measure cannot attend his labors.

Success in life is after all largely a matter of finding out what you are best fitted by natural aptitude to do. Every man does best that work which he likes to do.

Assuming then that all sheet metal contractors and warm air furnace installers are today in those respective industries because they want to be in them—because that line of work interests them—why should those men not feel that they have a right to a just reward for their services from the public to whom they render that service? The lawyer feels that he has a just claim for reward. The doctor does. The architect does. The commission merchant does. The broker and banker do. Even the lowly politician can establish his claim for a share of the public's dollars.

Then why in the name of common sense should the warm air furnace installer and the sheet metal contractor not feel that they too have a like claim? These latter men have a just claim. The only reason why they are not now getting their share of the public's dollars is that they have not used proper methods to collect it.

In putting in a warm air furnace according to the Standard Code the warm air furnace installer is doing the owner of that home an even greater service than his family physician does him. The family physician only administers to Mr. John Jones' family after they are

down in bed suffering from a malady. The warm air furnace installer makes Mr. Jones' home comfortable and prevents the malady from attacking the members of his family.

When the sheet metal contractor covers a house with a sheet metal roof he is doing more for the owner than the insurance agent does who agrees to indemnify him in money in case the house is struck by lightning and is burned to the ground. The contractor sells the owner something that actually prevents the house from taking fire should it be struck, which is infinitely better. It protects them against a possible loss of loved ones whom money could not replace.

Your success in business depends upon your own attitude toward that business, because your attitude toward it governs your application.

### Buying Power More Widely Distributed, Stabilizes Industry

TIMES have changed in the industrial world. There was no slowing down in activity during the summer months this year. Industrialists have just about come to the conclusion that they can control the future of business by intelligently controlling output.

There are several reasons for this changed attitude. Inventories have been greatly reduced. There now exists a better control of the supply of credit, money and transportation.

Greater mass production has resulted in the lowering of the cost per unit, bringing the product within the range of an ever widening circle of consumers.

Employer and employee have reached a point where they understand one another better than they ever did before, making the industrial machinery function with less friction.

The F. W. Dodge Corporation reports that construction contracts awarded in July are valued at \$518,931,900. This was a decline of 5 per cent from June figures, but was 5 per cent greater than in July of last year.

The principal increase in building contracts awarded was in the Central West, being 7 per cent more than June and 54 per cent over July, 1925.

These commitments and those that have preceded them insure heavy continuous purchases of building materials and large disbursement of wages by the construction industry during the remainder of the year.

The great advance made in the building industry lies in the general stability of the costs of both materials and labor. This is an important factor in explaining the cause of an uninterrupted building "boom." And the steady flow of building activity is a prominent cause of continued general prosperity in this country.

# Furnace Manufacturers Assist Installers to Get Business

*Furnace Installers Must Wake Up to Greater Opportunities Now Being Offered*

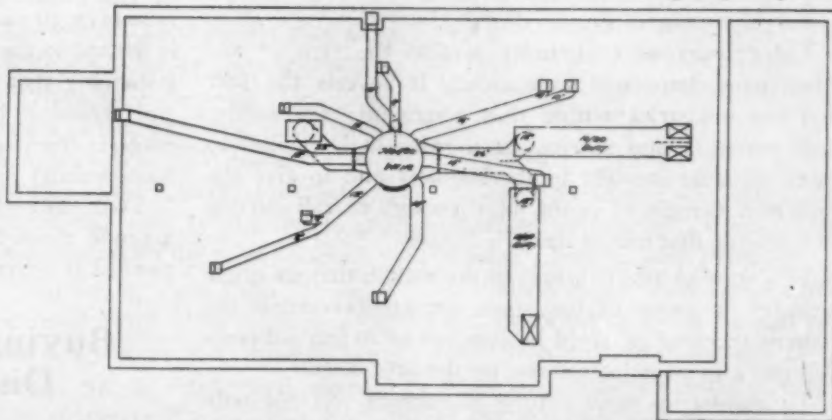
**W**ARM air furnace manufacturers are today employing greater care than ever before in selecting their distributing machinery. They have come to the conclusion that it is unprofitable for them to do business with the installers who are not willing to profit by their experience and who failed to revamp their installing methods to conform to the Standard Furnace Code's precepts.

Manufacturing costs and the cost of distribution are too high at the present time to continue in the old, inefficient way of business conduct.

Therefore, working in conjunction with the National Warm Air Heating and Ventilating Association, the manufacturers are sifting out the undesirables and are concentrating more and more on the in-

stallers who have proved themselves capable of learning the better methods.

recent warm air furnace meeting, "The installers are being classified into three distinct groups by the

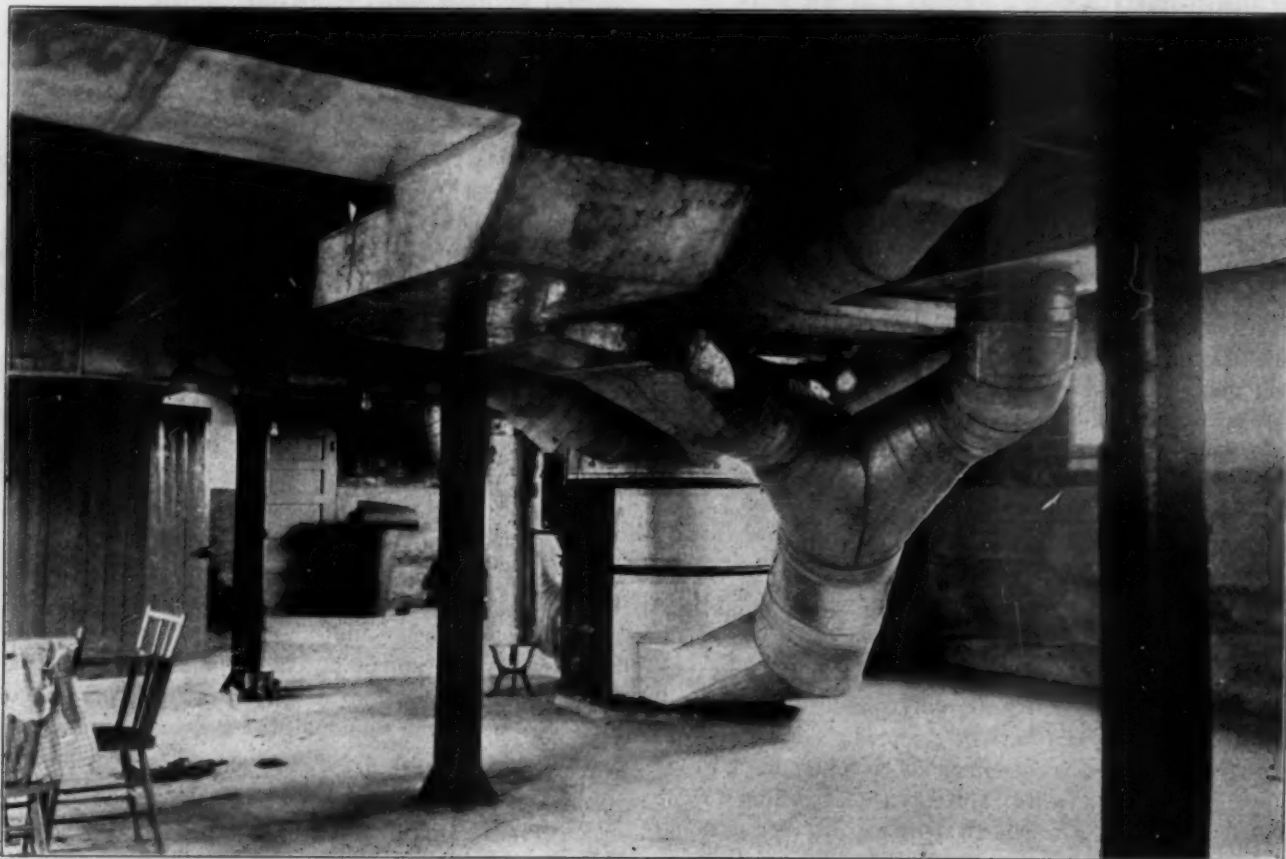


Basement Plan Showing Position of Cold and Warm Air Runs.

As Mr. R. C. Walker, Manager of the Meyer Furnace Company, Peoria, Illinois, expressed it at a

manufacturers of furnaces.

These three groups include the installers who are naturally excellent



Basement of Smith Residence, East St. Louis, Showing Location of Furnace and Both Cold and Warm Air Ducts. Note Unusual Arrangement Cold Air Returns.



Exterior View of Residence of Alvin Smith, East St. Louis, in Which Warm Air Furnace Installation Was Made.

business men, with ambition and a desire to conduct their business on an efficient basis. These men are placed in the A group. Then comes the B group, which includes those installers who through lack of education, are not using the best methods, although they are willing and anxious to learn all they can about such methods. In the C group are the men who do not use good business methods and who show no desire to learn good methods.

In this group, of course, there are some men who are on the dividing

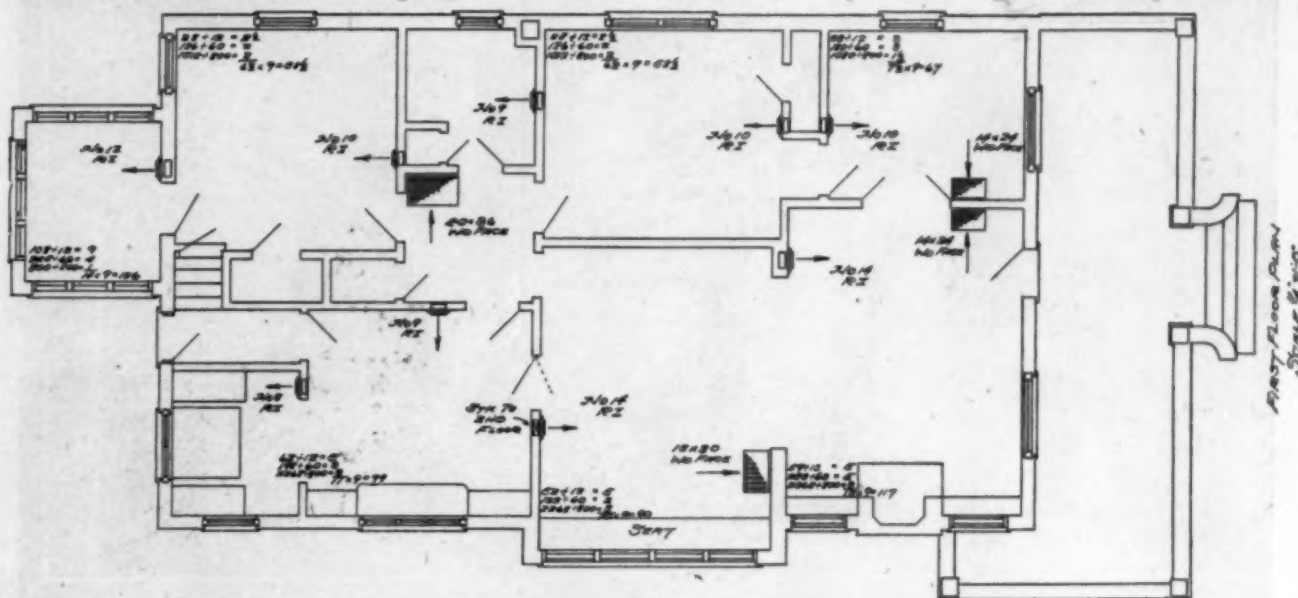
line. They are not good enough to be called B men, but are a little too good to be classified as strictly C men. The aim of the manufacturer is to bring as many of the B men into the A class and as many of the upper C men in the B classification, dropping the lower C men from the list entirely. This they propose to do by means of education, and in that way build up a more highly efficient business machine with which to market their products.

The manufacturers are, of course, doing all they can for the class A men. These men need little if any

instruction. One such an installer is the W. R. Newgent Furnace Company, 2111 State Street, East St. Louis, Illinois.

Again in the words of R. C. Walker, of the Meyer Furnace Company, "We coöperate with our good dealers in an effort to get jobs of this kind. One of these very good dealers is the W. R. Newgent Furnace Company.

"The Newgent folks are careful to do all of their work according to the Standard Code. You will note from the original tracings that this is all figured out as per the Code.



First Floor Plan of Smith Residence, Showing Location and Sizes of Cold and Warm Air Registers.

We have never had any dissatisfied customers in that district."

Thus is, indeed, a good recommendation for the W. R. Newgent Furnace Company.

In the accompanying four illustrations are shown an installation made by the W. R. Newgent Furnace Company in the residence of Alvin Smith, 1414 North 43rd Street, East St. Louis, which is typical of the work done by the Class A installers.

A glance at the first floor plan of this residence will show the house to be a much larger and longer one than is apparent to the reader who is looking at the exterior view of the house. These plans were drawn up by the engineering department of the Meyer Furnace Company and they indicate the extent to which the manufacturer is willing to go to assist the energetic installer.

This job is figured according to the Standard Furnace Code, as can be observed by the figures showing the pipe sizes required for each room.

The photograph showing the location of the furnace in the basement is a most interesting spectacle. It locates the two cold air shoes, the distribution of the warm air ducts. These can be better seen on the basement plan, which also accompanies the article.

A furnace installer who can put in a job of this type in as orderly fashion as that shown is justly entitled to be placed in the class A group of warm air furnace installers. The W. R. Newgent Furnace Company, of East St. Louis, Illinois, are deserving of a great deal

of credit for their progressive business methods and their sales records.

It is not hard to understand why a manufacturer seeks out this type of installer through which to distribute his products. He has the assurance, in so doing, that his products are being properly represented and properly installed to render the best possible service. It is up to the furnace installer to get next to himself, brush off the cobwebs and take advantage of the assistance the manufacturer is willing and anxious to give him. This is the shortest cut there is to success.

## *Christ Church, Tarrytown, Contains What Is Probably Oldest Warm Air Heating Unit*

*Has Record of Seventy-Six Years of Un-  
interrupted Service—Installed in 1849*

**W**HAT is believed to be the oldest heating apparatus in use last winter has just been discovered

in Christ Church, Tarrytown-on-Hudson. This church was built in 1836 and for thirteen years was

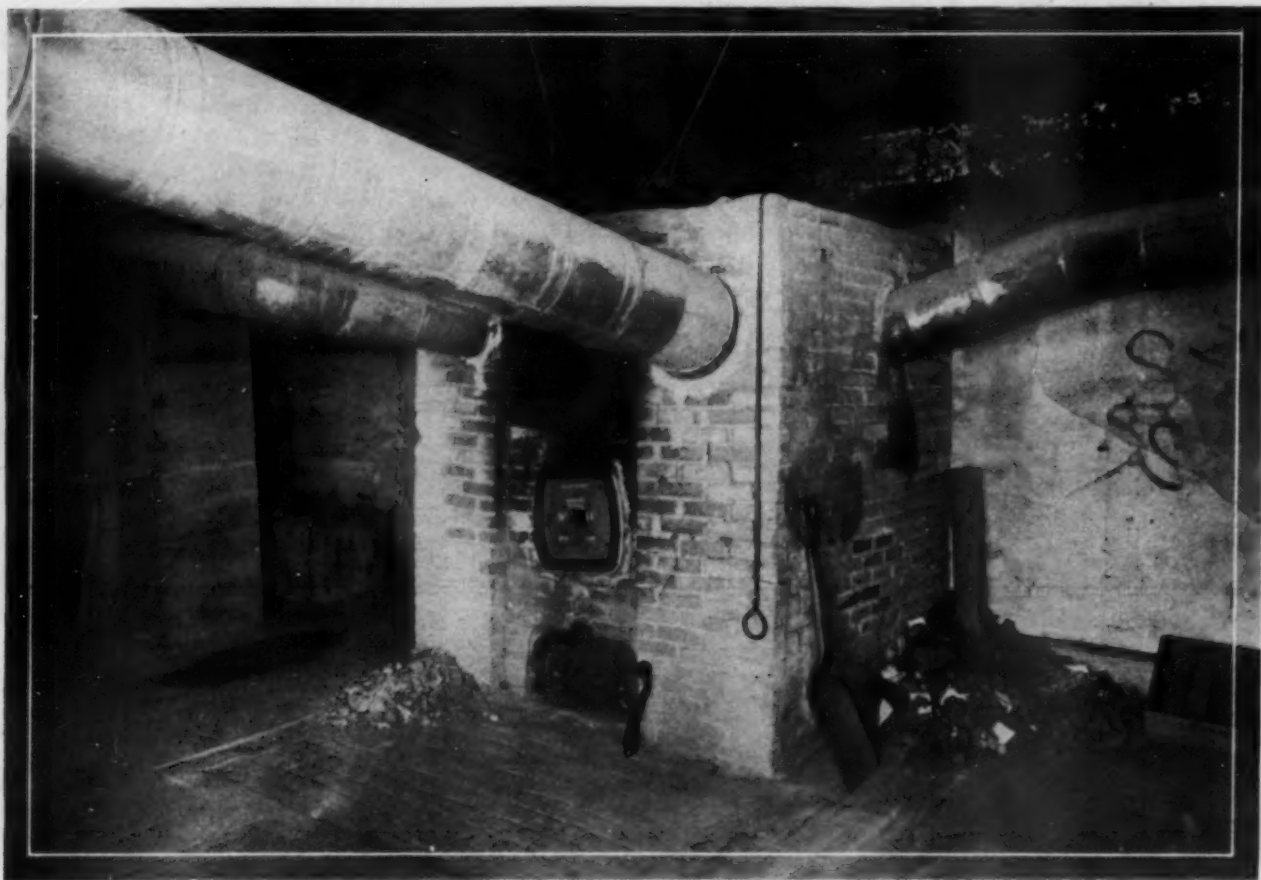


Illustration of What Is Thought to Be Oldest Warm Air Furnace. In Service in Church 76 Years. Replaced Only Last Year

heated by stoves. During its early history Washington Irving became a member and later a warden.

In 1850 he gave to the church a "modern" heating system to replace the old stoves that had done such good service. From that time until last spring the furnace has been in continual use, having left no records in the church annals of any but very minor repairs that had to be made. Now, because of the difficulty of repairing the old furnace and of obtaining certain necessary parts, it is being replaced after seventy-six years of continual and uninterrupted service.

This furnace was a No. 11 Richardson and Eoynton brick-set furnace, which at that time was being manufactured in four or five sizes at a small plant at Spuyten Duyvil Creek, New York.

#### **R. J. Schwab & Sons Company Prepare Unique Sales Helps**

R. J. Schwab & Sons Company, Milwaukee, have just recently issued a pocket size catalog descriptive of their Gilt Edge Fireside, 500 Series and other furnaces. The booklet is very attractively arranged and gives the shipping weight, leader pipe capacity and list price of these furnaces; also the list prices for the casings of these furnaces.

The company has recently issued some very attractive blotters and other Gilt Edge furnace literature known as the Billy Willies series.

These should prove a valuable sale adjunct to the progressive furnace installer. A request to the company will bring both the price lists and the sales helps to your desk.

#### **Bridge & Beach and Bucks Stove & Range Become St. Louis Stove & Furnace**

Bridge & Beach Manufacturing Company and the Buck Stove & Range Company have merged under the name of the St. Louis Stove & Furnace Company. The capitalization of the combination has not been made public in terms of dollars. It is announced, however, that 11,000

shares of preferred and 20,000 shares of common stock will be issued.

The Buck Stove & Range Company was capitalized at \$1,500,000 and the Bridge & Beach Company at \$1,000,000. Bridge & Beach was established in 1837 by Hudson E. Bridge, Sr., and Bucks was founded 9 years later by Charles Buck and Wiley Wright.

Lee W. Vancleve, president of

Buck's since 1915, will be president of the St. Louis Range & Furnace Company, and L. H. Booch, president of Bridge & Beach, will be vice president.

It was stated that neither customers, employees nor products of the original companies will be affected by the consolidation. The plants will continue to manufacture their products as heretofore and market them under the old trade names.

## **Special Publicity Efforts Do Produce Good Results**

### **Newspaper and Window Displays Are Main Features of Publicity**

**A**RE special publicity efforts worth while? asks Victor Lauritson in the *Michigan Tradesman*, and then goes on to answer his own question.

The publicity efforts of the hardware dealer are in most instances pretty well confined to newspaper advertising and window displays, with occasional circularizing, chiefly in connection with the paint department.

In addition it is safe to say that the average hardware dealer spends considerable money on program and similar "advertising," not because he believes it has any value, but because he does not like to offend local people.

Newspaper advertising and window display are, however, the staple, everyday features of the hardware dealer's publicity campaign; and it is from these two sources that his biggest results come. A permanent business of any size could not very well be built up if the store windows were neglected and no use was made of newspaper space.

While a great deal of the so-called "advertising," outside these two agencies, is worthless, there are dealers who have got or claim to have gotten good results from special publicity efforts.

For instance, a hardware dealer whose store is located in an outlying section of a large Canadian city, and

who because of the purely local character of his trade did not feel justified in using daily newspaper space, has made good use of advertising blotters. One year he sent out a number bearing a talk on lawn mowers, and his sale of lawn mowers was a record breaker. The lawn mower sales continued into a second year, in fact, when the dealer devoted his blotter advertising to other topics.

Some dealers send out souvenirs and depend on the distribution of printed matter from door to door. Generally speaking, these methods seem to have little practical value unless worked in conjunction with regular advertising and window displays. In the long run they are probably just as expensive. Dodgers are useful for special occasions, but seem hardly the most economical form of regular advertising.

Of course, there are cases where the dealer, if he desires to make any kind of bid for publicity, is compelled to resort to these methods. This is usually the case with the dealer in the large city whose business is confined to a section of the community.

Circulars sent by mail seem to be far more effective than the same circulars distributed from door to door. The postage stamp has a decided psychological value; so has the individual address on the envelope. The more the circular can be made

to look like a personal letter, the better.

As an adjunct to a live advertising campaign, the sending out of good advertising literature and letters is often very effective. For instance, the mailing of personal letters or circular literature to store prospects has been found a most effective method of stirring up trade in specific lines. Such advertising seems, however, to be more effective

anything or parts with any money. As a rule, the same amount of money put into regular advertising mediums or into special advertising stunts devised by the merchant himself, will produce bigger results than any advertising scheme peddled by a slick promoter.

Exhibits at fall fairs may be classed under the head of special publicity efforts. A number of dealers I know have unquestionably

The impression is of course transitory. The float soon passes, and is succeeded by others. There is no opportunity for the people to step up, look at the goods, and give the salesman a chance to secure business. In this respect, the parade float is far inferior to the fall fair exhibit.

But if a novel idea has been introduced or particularly attractive display arranged, the float will receive corresponding attention and will be discussed in practically every home. Thus it secures a certain amount of word-of-mouth advertising for the store itself, in any event.

The ideal float is the one which not merely advertises the store, but helps to sell goods. Here is where the dealer's ingenuity makes a great deal of difference. I well remember a "trades procession" in my boyhood. There were numerous pretty floats in the parade; but the first prize went to a boiler-maker whose big truck carried a boiler in process of completion, the workmen pounding diligently at the rivets.

Now, if the hardware dealer can develop some such original idea—something that shows the public the goods, and carries a message of some clear-cut definite sort to the crowds on the sidewalks—then his float may bring him direct business. And if you are going in for such advertising, you may as well devise something that will help to make sales for the store.

Of course the dealer has to remember that the advertising value of the float is limited. He is not justified in heavy outlay. But some of the simplest and least expensive floats are often the most effective in an advertising sense.

In a Labor Day parade some years ago a hardware dealer in a small town contrived the center of his float as a display of tools of all sorts, while the sides of the truck were covered with paint advertising matter.

Another float showed a sort of wooden wall, standing upright, extending down the middle of the truck for its entire length. The wall

NOW  
IS  
THE  
TIME



NOW  
IS  
THE  
TIME

**IMPORTANT:** After using the substitutes last winter, which caused stoppage of flues and damage to your heating plant, YOU SHOULD by all means have them gone over and put in order for the coming winter.

WHY NOT HAVE THIS WORK DONE EARLY so when the time comes to use them they will be in order?

BELL PHONE  
• 1 2 8 7 •

**WELLING G. SCHRACK**  
118 N. 4th Street • Camden, N. J.

Type of Blotter Advertising Used by W. G. Schrack

in pushing sales of, say, electric washers, paints, or some specific line, than in boosting general sales.

The consensus of opinion is that program advertising is worthless; and that a lot of advertising schemes being peddled by slick promoters are even worse. With the program advertising, which is usually promoted by local people, the dealer has to consider the question of whether or not a refusal will give offense. Dealers who have put the matter on a plain business basis and told the local promoters of such schemes just why the advertising could not help them, tell me they have not suffered any direct or traceable loss of business. The knack of a firm but pleasant refusal can be developed by the tactful dealer.

As for schemes brought by outside promoters, no considerations need weigh except the actual value of the scheme to the individual merchant; and he is well advised, even where a scheme appears promising, to put upon the promoter the onus of delivering the goods and proving value before the merchant signs

got good results from such advertising; especially where it is persisted in year after year. Its value can be judged on the same basis as newspaper advertising—the basis of circulations plus quality. A booth at a good fall fair which is sure of a big crowd is worth more than a booth at a run-down, tenth-rate fall fair which has little patronage from the public.

The parade float is somewhat similar in some respects to the fall fair. It is for obvious reasons far less valuable but it has a certain value. Into the preparation of the float, the element of civic patriotism enters to a certain extent. For that reason alone, a certain amount of value attaches to it. The people who turn out to see the parade—and in small communities especially most of the people turn out—appreciate the fact that the firms represented by floats have gone to some expense and trouble for the entertainment of the public. Moreover, people go to see a parade with the intention of seeing everything, and each float that passes is given keen scrutiny.

was of old, weather-beaten boards. On each side stood a workman, diligently painting. Signs hanging from the edge of that truck were, "Paint Improves and Preserves," "Anyone Can Apply—Paint," "Even One Coat Makes a Difference"—and so forth. The wall, gradually painted as the parade progressed, furnished the suggestive element of contrast between the old woodwork and the new paint.

A Western dealer contrived the superstructure of his float out of highly polished stove pipe—not merely the uprights but the cross pieces. Inside was displayed the feature range he was handling, with a number of other stoves. The novelty effect furnished by the stove pipe superstructure "made" that float, and helped the crowds to remember the stove display, which otherwise might have attracted little notice. In this way a novel incidental effect can quite often be used to emphasize a rather commonplace display.

#### Here Are Ten Rules for Accurately Figuring Costs of Doing Business.

The National Association of Credit Men has prepared ten simple rules for figuring costs:

1. Charge interest on the net amount of your total investment exclusive of real estate.

2. If you own real estate or buildings used in business, charge rent for them equal to the amount they would bring if rented to someone else.

3. For your own services, and those of any members of the family, who assist in the business without pay, charge an amount equal to what these services would be worth to others, adding this item to the cost of hired help.

4. Charge depreciation on all goods on which you have to cut the price for any reason.

5. Also charge depreciation on building, fixtures or anything else which time and use depreciate.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expense, as

water, light, fuel, taxes, insurance, etc.

8. Incidental expenses, such as drayage, postage, livery expenses, office supplies, telegrams, telephone, advertising, canvassing, etc., must be charged, as well as losses of all sorts, including goods stolen, goods set out and not charged, allowance made customers, bad debts, and the cost of collecting bills. Also charge any other expenses not mentioned above.

9. The total of all of these items of expense for the year will give what it has cost to do business, and this figure divided by the amount of total sales will give the per cent it has cost you to run your business.

10. To give net profits or loss on any article sold, take this percent from the price of the article and subtract from the remainder the total cost of the article to you.

#### Suggested Creating Safeguarding Reserves for Instalment Sales

To make instalment selling safer, H. E. Gilbert of the Ohio Buick Co. of Cleveland, Ohio, in the current issue of the National Association of Credit Men's Credit Monthly suggests the creation of reserve funds or insurance to meet any unusual hazard.

Mr. Gilbert says that in instalment selling first, the recognized rules of handling credits must be observed; second, that reserves or insurance should be employed to safeguard risks; and third that the value of the article at any time during an instalment transaction should never be less than the payments that are due for, as Mr. Gilbert says, "no one of us enjoys paying for a 'dead horse.'"

Mr. Gilbert says that instalment selling experience to date has been infinitely better than the average of other credits.

"A proper time payment plan," Mr. Gilbert says in part, "used in connection with the sale of merchandise to which it properly applies, based upon sound credits, has a proper place in the field of com-

mercial activities today. There are certain fundamental laws which must be applied to make it successful, the transgression of which will lead to disaster."

In discussing the need of reserves to meet conversion or the selling of merchandise by the buyer and the failure to make the remaining payments, Mr. Gilbert says: "conversion is one of the additional hazards which one of the industries which is a large user of time payment sales has to contend with; but conversion can be practically eliminated by a selection of risk or by getting additional signers on the transaction,—not primarily for the purpose of making a third party pay for merchandise which the principal absconds with, but for the very practical reason of having a third party interested in helping find the principal and obtain the return of the merchandise or the payment for it."



National Hardware Association convention, Atlantic City, New Jersey, October 19, 20, 21, 22; headquarters, Ambassador Hotel; James T. Fernley, secretary-treasurer, Philadelphia.

American Hardware Manufacturers Association convention, Atlantic City, New Jersey, October 19, 20, 21, 22, 1926; headquarters, Ambassador Hotel; Charles F. Rockwell, 342 Madison Avenue, New York, secretary-treasurer.

Michigan Retail Hardware Convention and Exhibition, Grand Rapids, Michigan, February 8, 9, 10, 11, 1927. Arthur J. Scott, Secretary, Marine City, Michigan. K. S. Judson, 248 Morris Avenue, Grand Rapids, Michigan, Exhibit Manager.

Pennsylvania and Atlantic Seaboard Hardware Association, Philadelphia Commercial Museum, February 15, 16, 17 and 18, 1927. Sharon E. Jones, Secretary-Treasurer, Wesley Building, Philadelphia, Pennsylvania.

Illinois Retail Hardware Association convention and exhibit, Hotel Sherman, Chicago, February 15, 16, 17, 1927. Leon D. Nish, 14 North Spring Street, Elgin, Illinois, secretary.

New England Hardware Dealers' Convention and Exhibition, Mechanics' Building, Boston, Massachusetts, February 22, 23 and 24, 1927. George A. Fiel, Secretary, 80 Federal Street, Boston.

Michigan Sheet Metal and Roofing Contractors' Association, Pantlind Hotel, Grand Rapids, March 1, 2 and 3, 1927. Frank E. Ederle, Secretary, 1121 Franklin Street, S. E., Grand Rapids.

# No Letup Foreseen in Present High Rate of Steel Production

**Copper Selling Moderately—Zinc Fairly Active — Tin Advances to New High**

**N**O letup in the present high rate of steel production is expected within the next two months.

"Plans of both producers and consumers of steel for fall operations point to continuance of their activities through this month and next at the present rate of production and consumption," says the *Iron Age*. "With some steel companies this means a revision of the belief that bookings in July and August would turn out to be at the expense of fall business.

Counting theoretical capacity at 56,000,000 tons a year, June was an 80 per cent month, while in July there was a decrease to 78 per cent.

Present estimates of August run from 81 to 84 per cent, with indications of a close approach to the 84 per cent of May in finished steel products. At Chicago there are evidences that rail inquiries in considerable volume will come out this month."

## Copper

In the past week copper sold moderately at 14.37½ cents Connecticut and 14.50 cents to 14.55 cents Midwest, but at midweek some metal appeared under the price of 14.37½ cents and a fair tonnage could have been had about 5 points lower though most large producers remained firm.

The conviction is expressed by most factors in the market that good buying will be done for the autumn, between Labor day and the end of the month.

## Zinc

About a week ago prime western was fairly active at 7.45 cents East St. Louis. However, some metal was pressed on the market and there were offers at 7.40 cents.

At first this offering made the market look weak but it developed that only a small tonnage could be had at that figure and the bulk of

sales later in the week went at 7.42½ cents, with the market closing before the holiday strong at this figure and a renewal of buying.

## Tin

The tin market advanced into new high ground, the price of prompt Straits in New York (67.25 cents) being 1 cent a pound above the previous high for the year.

Sales of prompt Straits have been made at 67.25 cents and bids of 67.00 cents for delivery at sellers' option any time during September have been declined.

October delivery has been done at 66.50 cents with sellers over at this price and November and December deliveries are quoted at 65.75 cents and 65.50 cents respectively.

The market has been strong but inactive and the principal buyers of prompt deliveries have been consumers while the only business reported in futures was that which was done between dealers.

## Lead

After a little easiness recently, caused largely by the sudden break abroad, the lead market has become firmer again and good buying has been done in the Middle West.

Output continues unusually large and consumption also remains on a high level.

## Solder

Chicago warehouse prices on solder are as follows: Warranted 50-50, \$42.25; commercial 45-55, \$39.25, and plumbers', \$36.25, all per 100 pounds.

## Old Metals

Wholesale quotations in the Chicago district, which should be considered as nominal, are as follows: Old steel axles, \$17.50 to \$18.00; old iron axles, \$24.00 to \$24.50; steel springs, \$18.50 to \$19.00; No. 1 wrought iron, \$13.00 to \$13.50; No. 1 cast, \$16.00 to \$16.50, all per

net tons. Prices for non-ferrous metals are quoted as follows, per pound: Light copper, 9 cents; zinc, 5 cents, and cast aluminum, 19 cents.

## Pig Iron

The pig iron market at Pittsburgh still is manifesting points of strength, with occasional outcropping of weakness.

New pig iron business has shown no improvement recently at Birmingham, sales being small.

However, deliveries are steady, and with the spot orders prevent any addition to the surplus stocks at furnaces.

Prices are unchanged. Fourteen furnaces continue on foundry iron.

Additional fourth quarter contracts for northern iron have been closed in the past several days at Chicago.

Spot buying activity is less important. September shipments are opening at a rate that may exceed August shipments, which were nearly 20 per cent ahead of those for July.

Specialty foundries and those having automotive and farm implement accounts are active, but jobbing foundries have less work in sight.

No indication is seen that buyers are inclined to build up stocks. Some first quarter inquiry appears from some foundries having castings contracts to cover.

The price of \$21, Chicago furnaces, for No. 2 foundry and malleable continues firm.

Expanding activities in business and industry, coupled with advancing securities markets, are requiring more money and credit. The federal reserve system again is fulfilling its function of providing an elastic currency to meet the seasonal needs of commerce.



*A combination of many small improvements* results in a great elbow—the one with the Lupton trademark . . . Consider for instance, the Lupton graduated taper—a taper which extends 2½" up from the end. This feature permits a quick, easy joint that is positive and water-tight without solder. It permits faster and better work, especially in cramped corners. It saves hammer blows, soldering and extra work on every job . . . Use Lupton Elbows on your next roof job. You'll find them more profitable . . . *Specify them to your Jobber . . .*

**DAVID LUPTON'S SONS COMPANY, ALLEGHENY AVENUE  
AND TULIP STREET, PHILADELPHIA, PENNSYLVANIA**

Say you saw it in AMERICAN ARTISAN—Thank you!

# Chicago Warehouse Metal and Furnace Supply Prices

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.

## METALS

### PIG IRON

Chicago Foundry .....	\$21 50
Southern Fdy., No. 2 .....	27 01
Lake Superior Charcoal .....	29 04
Malleable .....	31 00

### FIRST QUALITY BRIGHT

TIN PLATES	
IC 20x28 112 sheets.....	\$25 10
IX 20x28.....	29 49
IXX 20x28 56 sheets.....	16 30
IXXX 20x28.....	17 55
IXXXX 20x28.....	18 95

### TERNE PLATES

Per Box	
IC 20x28, 40-lb. 112 sheets.....	\$27 90
IX 20x28, 40-lb. 112 sheets.....	30 90
IX 20x28, 35-lb. 112 sheets.....	32 20
IX 20x28, 35-lb. 112 sheets.....	35 20
IC 20x28, 20-lb. 112 sheets.....	20 25
IV 20x28, 20 lb. 112 sheets.....	23 00
IC 20x28, 15-lb. 112 sheets.....	16 55

"ARMCO" INGOT IRON PLATES  
No. 8 ga. up to and including  
1/4 in.—100 lbs.....\$4 55

### COKE PLATES

Cokes, 80 lbs., base, 20x28.....	\$12 60
Cokes, 90 lbs., base, 20x28.....	12 80
Cokes, 100 lbs., base, 20x28.....	13 00
Cokes, 107 lbs., base, 1c.....	13 30
Cokes, 128 lbs., base, 1X.....	15 70
Cokes, 155 lbs., base, 56 sheets.....	8 70
Cokes, 175 lbs., base, 56 sheets.....	9 55
Cokes, 195 lbs., base, 56 sheets.....	10 40

### BLUE ANNEALED SHEETS

Base 10 ga.....per 100 lbs.	\$2 80
"Armco" 10 ga.....per 100 lbs.	4 00

### ONE PASS COLD ROLLED

BLACK	
No. 18-20.....per 100 lbs.	\$3 75
No. 22.....per 100 lbs.	3 90
No. 24.....per 100 lbs.	3 95
No. 26.....per 100 lbs.	4 05
No. 27.....per 100 lbs.	4 10
No. 28.....per 100 lbs.	4 20
No. 29.....per 100 lbs.	4 35
No. 30.....per 100 lbs.	4 45

### "ARMCO" GALVANIZED

"Armco" 28.....per 100 lbs.	\$6 70
-----------------------------	--------

### GALVANIZED

No. 16.....per 100 lbs.	4 30
No. 18.....per 100 lbs.	4 45
No. 20.....per 100 lbs.	4 60
No. 22.....per 100 lbs.	4 65
No. 24.....per 100 lbs.	4 80
No. 26.....per 100 lbs.	5 05
No. 27.....per 100 lbs.	5 15
No. 28.....per 100 lbs.	5 30
No. 30.....per 100 lbs.	5 70

### BAR SOLDER

Warranted 50-50.....per 100 lbs.	42 25
----------------------------------	-------

Commercial 45-55.....per 100 lbs.	39 25
Plumbers.....per 100 lbs.	36 25

### ZINC

In Slabs.....	\$8 50
---------------	--------

### SHEET ZINC

Cash Lots (600 lbs.).....	\$13 75
Sheet Lots.....	14 75

### BRASS

Sheets, Chicago base.....	19% c
Tubing, brazed base.....	23% c
Mill base.....	19% c
Wire, base.....	19% c
Rods, base.....	17% c

### COPPER

Sheets, Chicago base.....	23c
Mill base.....	22c
Tubing, seamless base.....	26c
Wire, No. 9 B & S Ga.....	19% c
Wire, No. 10 B & S Ga.....	19% c
Wire, No. 11 B & S Ga.....	19% c
Wire, No. 8 B & S Ga, and heavier.....	19% c

## HARDWARE, SHEET METAL SUPPLIES, WARM AIR FURNACE FITTINGS AND ACCESSORIES.

### LEAD

American Pig .....	\$ 9 60
Bar .....	10 60

### Sheet

Full Colls.....per 100 lbs.	14 00
Cut Colls.....per 100 lbs.	14 25

### TIN

Pig tin.....per 100 lbs.	76 75
Bar tin.....per 100 lbs.	77 75

### ASBESTOS

Paper up to 1/16.....6c per lb.	
Roll board.....6 1/4c per lb.	
Mill board 3/32 to 1/4.....6c per lb.	
Corrugated Paper (350 sq. ft. to roll).....	\$6.00 per roll

### BRUSHES

Hot Air Pipe Cleaning Bristle, with handle, each.....	\$0 35
Flue Cleaning Steel only, each.....	1 25

### BURRS

Coppers Burrs only.....	45%
-------------------------	-----

### CEMENT, FURNACE

American Seal, 5-lb. cans, net.....	\$ 40
American Seal, 10-lb. cans, net.....	30
American Seal, 25-lb. cans, net.....	2 00
Pecora.....per 100 lbs.	7 51

### CHIMNEY TOPS

Iwan's Complete Rev. & Vent.....	30%
Iwan's Iron Mountain only.....	35%
Standard.....	30 to 40%

### CLINKER TONGS

Front Rank, each.....	\$0 75
Per doz.....	\$ 40

### CLIPS

Damper Acme, with tall pieces, per doz.....	\$1 25
Non Rivet tall pieces, per doz.....	25

### COPPERS—Soldering

Pointed Bending	
3 lb. and heavier.....per lb.	40c
2 1/2 lb.....per lb.	45c
2 lb.....per lb.	48c
1 1/2 lb.....per lb.	55c
1 lb.....per lb.	60c

### CORNICE BRAKES

Chicago Steel Bending Nos. 1 to 6B.....	Net
---	-----

### CUT-OFFS

Kuehn's Korrekt Kutoffs: Galv., plain, round or cor. rd. standard gauge.....	40%
26 gauge.....	30%

### DAMPERS

"Yankco" Hot Air	
7 inch, each 25c, doz.....	\$1 75
8 inch, each 25c, doz.....	2 40
9 inch, each 25c, doz.....	2 75
10 inch, each 25c, doz.....	3 00

Smoke Pipe	
7 inch, each.....	\$0 25
8 inch, each.....	40
9 inch, each.....	50
10 inch, each.....	60
12 inch, each.....	90

Reversible Check	
8 inch, each.....	\$1 50
9 inch, each.....	1 70

### DIGGERS

Post Hole	
Iwan's Split Handle (Eureka) 4-ft. Handle.....per doz.	\$14 00
7-ft. Handle.....per doz.	36 00
Iwan's Hercules pattern, per doz.....	14 90

### LEAVES TROUGH

Galv. Crimpedge, crated.....	75 & 5%
------------------------------	---------

### ELBOWS

Conductor Pipe Milcor.	
Galv., plain or corrugated, round flat Crimp.	
Std. Gauge.....	65%
28 Gauge.....	60%
26 Gauge.....	40%
24 Gauge.....	10%

### Square Corrugated

Standard Gauge.....	50%
No. 28 Gauge.....	45%
26 Gauge.....	30%

### Fortice Elbows

Standard Gauge Conductor Pipe, plain or corrugated.	
Not nested.....	70 & 5%
nested solid.....	70 & 5%

### ELBOWS—Stove Pipe

1-piece Corrugated, Uniform Blue "Milcor" No. 28 gauge.	
5-inch.....	\$1 15
6-inch.....	1 25
7-inch.....	1 75

### Special Corrugated

8-inch.....	\$1 00
7-inch.....	1 60

### Adjustable—Uniform Blue

"Milcor" No. 28 Gauge, Uniform Blue.	
5-inch.....	\$1 65
6-inch.....	1 75
7-inch.....	2 40

### WOOD FACES—50% off list.

726-6-12 1/4% (100 rods).....	\$28 68
1943-6-14 1/4% (100 rods).....	43 62

### FILES AND RASPS

Heller's (American).....	50-10%
American.....	60-10%
Arcade.....	60%
Black Diamond.....	40-10-5%
Eagle.....	60%
Great Western.....	60%
Kearney & Foot.....	60%
McClellan.....	60%
Nicholson.....	60%
Simonds.....	60%

### FIRE POTS

Otto Berns Co.	
East of west boundary line of Province of Manitoba, Canada, No. Dakota, So. Dakota, Nebraska, Kansas, Oklahoma, Amarillo, San Angelo and Laredo, Texas.....	65%
West of above boundary line.....	61%

Clayton & Lambert's	
East of west boundary line of Province of Manitoba, Canada, No. Dakota, So. Dakota, Nebraska, Kansas, Oklahoma, Amarillo, San Angelo and Laredo, Texas.....	62%
West of above boundary line.....	45%

Geo. W. Diener Mfg. Co.	
No. 02 Gasolene Torch, 1 qt.....	\$ 5 55
No. 0350, Kerosene, or Gasolene Torch, 1 qt.....	7 50
No. 10 Tinner's Furn. Square tank, 1 gal.....	12 60
No. 15 Tinner's Furn. Round tank, 1 gal.....	12 00
No. 21 Gas Soldering Furnace.....	3 60
No. 110 Automatic Gas Soldering Furnace.....	10 50

Double Blast Mfg. Co.	
Gasolene, Nos. 25 and 26.....	60%

Quick Meal Stove Co.	
Vesuvius, F. O. B. St. Louis 30% (Extra Disc't. for large quantities)	

Chas. A. Hones, Inc.	
Buzzer No. 1.....	\$ 9 00
Buzzer No. 2.....	12 00
Buzzer No. 22.....	12 50
Buzzer No. 42.....	18 00
Buzzer No. 43.....	19 00

### GALVANIZED WARE

Pails (Galv. after made), 10-qt.....	\$2 13
Tubs (Galv. after made), No. 1.....	5 00
No. 2.....	6 85

### GLASS

Single Strength, A, 25-in. brackets.....	85%
Single Strength, A, 24 to 40-in. bracket.....	82%
Single Strength A, all other brackets.....	81%
Double Strength A, all sizes.....	82%

### HANGERS

Conductor Pipe	
Milcor Perfection Wire.....	25%
Eaves Trough	
Milcor Eclipse Wire.....	15%
Milcor Triplex Wire.....	10%
Milcor Milwaukee Extension 10% Milcor Steel (galv. after forming) List plus.....	12 1/4%
Milcor Selflock E. T. Wire, List plus.....	50%

### HOOKS

Box	
V. & B. No. 1, each.....	\$0 26
Conductor	
Milcor "Direct Drive" Wrought Iron for wood or brick.....	15%
Hay	
V. & B. No. 1, each.....	\$0 26

### HUMIDIFIERS

"Front-Rank" Automatic	
In single lots.....	60%
In lots of 10 or more.....	50-5%
In lots of 25 or more.....	50-10%
Vapor pans, etc., each.....	60%

### LIFTERS

Stove Cover	
Coppered.....per gro.	\$6 00
Alaska.....per gro.	4 75

### MALLETS

Tinner's	
Hickory.....per doz.	\$3 35

### MITRES

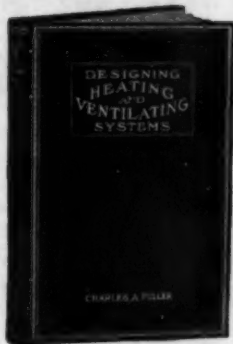
Galvanized steel mitres, and caps, end pieces, outlets.....	30%
Milcor	
Galv. one piece stamped.....	40%

### NAILS

Cut Steel.....	\$4 25
Cut Iron.....	4 35
Wire	
Common.....	3 05
Cement Coated.....	3 05

(Continued on page 84).

## Books to read Now!



245 Pages,  
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89 Figures—  
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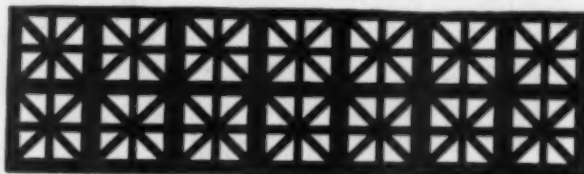
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**STANDARD VENTILATOR CO., LEWISBURG, PA.**

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Friedley-Voshardt Co. ....	—	Security Stove & Mfg. Co. ....	—
Friedman & Peck. ....	91	Sheet Steel Trade Ex. Comm. ....	—
G		Special Chemicals Co. ....	—
Gerock Bros. Mfg. Co. ....	—	Standard Fdy. & Mfg. Co. ....	—
Granite City Steel Works. ....	—	Standard Furn. & Supply Co. ....	54
Gray & Dudley Co. ....	56	Standard Ventilator Co. ....	52
Great Lakes Supply Co. ....	—	Stearns Register Co. ....	55
H		St. Louis Heating Co. ....	—
Hall-Neal Co. ....	53	St. Louis Tech. Inst. ....	90
Harrington & King Perf. Co. ....	85	St. Clair Foundry Corp. ....	—
Hart & Cooley Co. ....	—	Sturtevant Co. ....	—
Henry Furnace & Fdy. Co. ....	4	Success Heater Mfg. Co. ....	—
Hess-Snyder Co. ....	53	T	
Hessler Co., H. E. ....	91	Taylor Co., N. & G. ....	—
Homer Furnace Co. ....	68-69	Tuttle & Bailey Mfg. Co. ....	—
Hopson Co., W. C. ....	—	Thatcher Co. ....	Front Cover
Howes Co., S. M. ....	—	U	
Hussey Co., C. G. ....	87	Unishear Co., The, Inc. ....	—
I		Utica Heater Co. ....	47
Independent Register & Mfg. Co. ....	—	V	
Inland Steel Co. ....	—	Vedder Pattern Works ....	56
International Heater Co. ....	—	Viking Shear Co. ....	—
K		W	
Keith Furnace Co. ....	—	Warm Air Furnace Fan Co. ....	—
Kernchen Co. ....	90	Walworth Run Fdy. Co. ....	54
Kirk-Latty Co. ....	56	Watermann-Waterbury Co. ....	—
Kruse Co. ....	52	Western Steel Products Co. ....	51
Ziener Aluminum Solder Co. ....	90	Wheeling Corr. Co. ....	—
		Whitney Mfg. Co., W. A. ....	8
		Whitney Metal Tool Co. ....	—
		Williamson Heater Co. ....	—
		Wise Furnace Co. ....	48
		Z	
		Ziener Aluminum Solder Co. ....	90

## Markets—Continued from page 82

## NETTING, POULTRY

Galvanized before weav-	ing	57 1/2-5%
Galvanized after weaving.		52 1/2-5%

## PASTE

## Asbestos Dry Paste:

200-lb. barrel	.....	\$16 00
100-lb. barrel	.....	8 75
35-lb. pail	.....	3 50
10-lb. bag	.....	1 10
5-lb. bag	.....	60
2 1/2-lb. cartons	.....	35

## PIPE

Conductor Cor. Rd., Plain Rd. or Sq.

## "Interlock" Galvanized

Crated and nested (all gauges)	.....	75-2 1/2%
Crated and not nested (all gauges)	.....	70-15%

"Milcor" "Titlelock" Uniform

Blue Stove		
28 gauge, 5 inch U. C.	.....	11 00
28 gauge, 6 inch U. C.	.....	12 00
28 gauge, 7 inch U. C.	.....	14 00
30 gauge, 5 inch U. C.	.....	10 00
30 gauge, 6 inch U. C.	.....	10 50
30 gauge, 7 inch U. C.	.....	12 00

## T-Joint Made up

6-inch, 28 ga.	.....	per 100 32 50
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## Furnace Pipe

Double Wall Pipe and Pipe Fittings	.....	40-10%
Single Wall Pipe, Round Iron Pipe Galvanized	.....	40-10%
Galvanized and Black Fittings	.....	40-10%
Milcor Galvanized Pipe and Fittings	.....	40-10%

## Lead

Per 100 lbs.	.....	\$12 50
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## POKERS, STOVE

Wrt Steel, str't or bent.	.....	per doz. \$0 75
Nickel Plated coil handles.	.....	per doz. 1 10

## POKERS, FURNACE

Each	.....	\$0 50
------	-------	--------

## PULLEYS

Furnace Tackle	.....	per doz. \$0 80
	.....	per gross 6 00
Furnace Screw (encased)	.....	per doz. 75

## Ventilating Register

Per gross	.....	9 00
Small, per pair	.....	30
Large, per pair	.....	50

## PUTTY

Commercial Putty, 100-lb. kits	.....	\$3 40
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## QUADRANTS

Malleable Iron Damper	.....	10%
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## REDUCERS—Oval Stove Pipe

Per doz.	.....	
7-6, 1 doz. in carton	.....	\$2 00

## BASEBOARD REGISTERS

Excelsior	.....	50%
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## FLOOR REGISTERS AND BORDERS

Cast Iron	.....	20%
Steel and Semi-Steel	.....	40%
In lots less than 50	.....	33 1/2%
Baseboard	.....	40%
In lots less than 50	.....	33 1/2%
Adjustable Ceiling Ventilators	.....	40%

## Register Faces—Cast and Steel

Japanned, Bronzed and Plated, 4x6 to 14x14	.....	40%
In lots less than 50	.....	33 1/2%
Large Register Faces—Cast, 14x14 to 38x42	.....	50%
Large Register Faces—Steel, 14x14 to 38x42	.....	65%
In lots less than 50	.....	60%

## MILCOR RIDGE ROLL

Galv., Plain Ridge Roll, b'd'd	.....	75-10-5%
Galv., Plain Ridge Roll, crated	.....	75-10%
Globe Finials for Ridge Roll	.....	50%

## ROOFING

Best grade, slate surf. prep'd	.....	\$2 30
Best talc surfaced	.....	2 65
Medium talc surfaced	.....	2 00
Light talc surfaced	.....	1 20
Red Rosin Sheeting, per ton	.....	57 00

## SCREWS

## Sheet Metal

No. 7, 3/4x3/4, per gross	.....	\$0 52
No. 10, 3/4x3/4, per gross	.....	63
No. 14, 3/4x3/4, per gross	.....	89

## SHEARS, TINNERS' &amp; MACHINISTS'

Viking	.....	\$22 00
--------	-------	---------

## Lennox Throatless

No. 18	.....	35%
Shear blades	.....	10%
(f. o. b. Marshalltown, Iowa.)	.....	

## SHOES

## Milcor

Galv. Std. Gauge, Plain or corg. round flat crimp	.....	65%
26 gauge round flat crimp	.....	40%
24 gauge round flat crimp	.....	10%
Conductor	.....	65%

## SNIPS, TINNERS'

Clover Leaf	.....	40 & 10%
National	.....	40 & 10%
Star	.....	50%
Milcor	.....	Net

## SQUARES

Steel and Iron	.....	Net
(Add for bluing, \$3 per doz. net.)	.....	
Mitre	.....	Net
Try	.....	Net
Try and Bevel	.....	Net
Try and Mitre	.....	Net
Fox's	.....	per doz. \$6 00
Winterbottom's	.....	10%

## STOPPERS, FLUE

Common	.....	per doz. \$1 10
Gem, No. 1	.....	per doz. 1 10
Gem, flat, No. 3	.....	per doz. 1 00

## VENTILATORS

Standard	.....	30 to 40%
----------	-------	-----------

## WIRE

Plain annealed wire, No. 8 per 100 lbs.	.....	\$3 00
Galvanized barb wire, per 100 lbs.	.....	3 90
Wire cloth—Black painted, 12-mesh, per 100 sq. ft.	.....	1 75
Cattle Wire—galvanized catch weight spool, per 100 lbs.	.....	3 85
Galvanized Hog Wire, 80 rod spool, per spool	.....	3 24
Galvanized plain wire, No. 9, per 100 lbs.	.....	3 50
Stove Pipe, per stone	.....	1 10

## WRINGERS

No. 790, Guarantee	.....	per doz. \$55 00
No. 770, Bicycle	.....	per doz. 52 50
No. 870, Domestic	.....	per doz. 48 50
No. 110, Brighton	.....	per doz. 43 50
No. 750, Guarantee	.....	per doz. 55 50
No. 740, Bicycle	.....	per doz. 52 50
No. 22, Pioneer	.....	per doz. 29 00
No. 2, Superb	.....	per doz. 29 00

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All Sizes and Shapes of Holes  
In Steel, Zinc, Brass, Copper, Tinplate, etc.  
For All Screening, Ventilating and Draining  
EVERYTHING IN PERFORATING METAL

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well as both sides are coated.  
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a long, sound sleep and an appetizing  
breakfast in the morning.

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*Eastern Standard Time*

Leave Cleveland—9:00 P. M. | Leave Buffalo—9:00 P. M.  
Arrive Buffalo—7:00 A. M. | Arrive Cleveland—7:00 A. M.

\*Steamer "CITY OF BUFFALO" arrives 7:30 A. M.

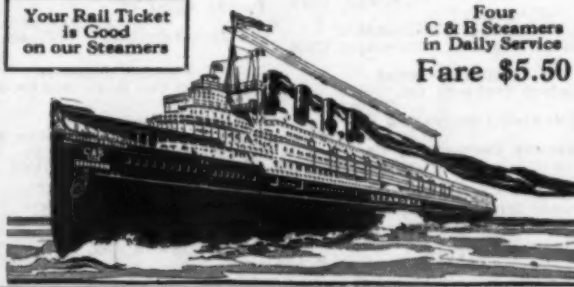
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- Bolts—Stove.**  
The Kirk-Latty Co., Cleveland, Ohio
- Brakes—Bending.**  
Dreis & Krump Mfg. Co., Chicago, Ill.
- Brakes—Cornice**  
Dreis & Krump Mfg. Co., Chicago, Ill.
- Brass and Copper**  
Copper & Brass Research Association, New York  
Hussey & Co., C. G., Pittsburgh, Pa.  
Merchant & Evans Co., Philadelphia, Pa.
- Cane—Garbage**  
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- Castings—Malleable.**  
Fanner Mfg. Co., Cleveland, Ohio
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Milwaukee Corrugating Co., Milwaukee, Wis.
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- Damper Clips**  
S. M. Howes Co., Charlestown, Mass.
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Philadelphia, Pa.
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Forest City Fdy. & Mfg. Co., Cleveland, Ohio  
Gray & Dudley Co., Nashville, Tenn.  
Hall-Neal Furnace Co., Indianapolis, Ind.  
Henry Furnace & Fdy. Co., Cleveland, Ohio  
Hess-Snyder Co., Massillon, Ohio  
Homer Furnace Co., Coldwater, Mich.  
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Rybolt Heater Co., Ashland, Ohio  
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Lamneck Co., W. E., Columbus, Ohio  
Meyer & Bro. Co., F., Peoria, Ill.  
Milwaukee Corrugating Co., Milwaukee, Wis.  
Mueller Furnace Co., L. J., Milwaukee, Wis.  
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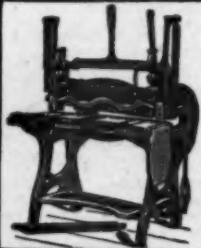
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# BUYERS' DIRECTORY

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New York, N. Y.  
Peck, Stow & Wilcox Co.,  
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Whitney Mfg. Co., W. A.,  
Rockford, Ill.  
Whitney Metal Tool Co.,  
Rockford, Ill.

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Parker-Kalon Corp.,  
New York, N. Y.  
Whitney Metal Tool Co.,  
Rockford, Ill.  
Whitney Mfg. Co., W. A.,  
Rockford, Ill.

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Whitney Metal Tool Co.,  
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Whitney Mfg. Co., W. A.,  
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**Patty—Stove.**  
Connors Paint Mfg. Co., Wm.,  
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Quick Meal Stove Co.,  
St. Louis, Mo.  
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Quick Meal Stove Co.,  
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Gray & Dudley Co.,  
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**Registers—Warm Air.**  
American Wood Register Co.,  
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Chicago Furnace Supply Co.,  
Chicago, Ill.  
Eaglesfield Ventilator Co.,  
Indianapolis, Ind.  
Excelsior Steel Furnace Co.,  
Chicago, Ill.  
Hart & Cooley Co.,  
New Britain, Conn.  
Henry Furnace & Fdy. Co.,  
Cleveland, Ohio  
Independent Register & Mfg. Co.,  
Cleveland, Ohio  
Lamneck & Co., W. E.,  
Columbus, Ohio  
Meyer & Bro. Co., F., Peoria, Ill.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.  
Mueller Furnace Co., L. J.,  
Milwaukee, Wis.  
Peoria Wood Register Co.,  
Peoria, Ill.  
Robinson Furnace Co.,  
Chicago, Ill.  
Rock Island Register Co.,  
Rock Island, Ill.  
Standard Furnace & Supply Co.,  
Omaha, Neb.  
Stearns Register Co.,  
Detroit, Mich.  
Tuttle & Bailey Mfg. Co.,  
Chicago, Ill.  
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American Wood Register Co.,  
Plymouth, Ind.  
Chicago Furnace Supply Co.,  
Chicago, Ill.  
Eaglesfield Ventilator Co.,  
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Peoria Wood Register Co.,  
Peoria, Ill.

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Syracuse, N. Y.  
Northwestern Stove Repair Co.,  
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American Rolling Mill Co.,  
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David Lupton's Sons Co.,  
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Hessler Co., H. E., Syracuse, N. Y.  
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**Roofing—Iron and Steel.**  
American Roofing Mill Co.,  
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Cortright Metal Roofing Co.,  
Philadelphia, Pa.  
Friedley-Voshardt Co.,  
Chicago, Ill.  
Granite City Steel Works,  
Granite City, Ill.  
Inland Steel Co.,  
Chicago, Ill.  
Merchant & Evans Co.,  
Philadelphia, Pa.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.  
National Enameling and Stamping Co.,  
Granite City, Ill.  
Osborn Co., The J. M. & L. A.,  
Cleveland, Ohio  
Wheeling Corrugating Co.,  
Wheeling, W. Va.

**Roofing—Tin.**  
Taylor Co., N. & G.,  
Philadelphia, Pa.  
Wheeling Corrugating Co.,  
Wheeling, W. Va.

**Roofing—Zinc.**  
New Jersey Zinc Sales Co., The,  
New York, N. Y.

**Rubbish Burners.**  
Hart & Cooley Co.,  
New Britain, Conn.

**Salt—Ammoniac.**  
Special Chemicals Co.,  
Waukegan, Ill.

**Schools—Sheet Metal Pattern Drafting.**  
St. Louis Technical Institute,  
St. Louis, Mo.

**Screws—Sheet Metal.**  
Parker-Kalon Corp.,  
New York, N. Y.

**Screens—Perforated Metal.**  
Harrington & King Perforating Co.,  
Chicago

**Shears—Hand and Power.**  
Double-Duty Elbow Co.,  
Aurora, Ill.  
Marshalltown Mfg. Co.,  
Marshalltown, Iowa  
Peck, Stow & Wilcox Co.,  
Southington, Conn.  
Unishear Co., The, New York  
Viking Shear Co.,  
Erie, Pa.

**Sheets—Black and Galvanized.**  
American Rolling Mill Co.,  
Middletown, Ohio  
Davis Co., Inc., C. S., Chicago, Ill.  
Granite City Steel Works,  
Granite City, Ill.  
Merchant & Evans Co.,  
Philadelphia, Pa.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.  
National Enameling and Stamping Co.,  
Granite City, Ill.  
Osborn Co., The J. M. & L. A.,  
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Taylor Co., N. & G.,  
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Wheeling Corrugating Co.,  
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American Rolling Mill Co.,  
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Merchant & Evans Co.,  
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Davis Co., Inc., C. S., Chicago, Ill.  
Granite City Steel Works,  
Granite City, Ill.  
Merchant & Evans Co.,  
Philadelphia, Pa.  
National Enameling and Stamping Co.,  
Granite City, Ill.  
Taylor Co., N. & G.,  
Philadelphia, Pa.

**Sheets—Zinc.**  
New Jersey Zinc Sales Co., The,  
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**Shingles and Tiles—Metal.**  
Cortright Metal Roofing Co.,  
Philadelphia, Pa.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.  
Wheeling Corrugating Co.,  
Wheeling, W. Va.

**Shingles—Asphalt.**  
Sall Mountain Co.,  
Chicago, Ill.

**Shingles—Zinc.**  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.

**Sifters—Ash.**  
Diener Mfg. Co., G. W.,  
Chicago, Ill.

**Sky Lights.**  
David Lupton's Sons Co.,  
Philadelphia, Pa.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.

**Snips.**  
Peck, Stow & Wilcox Co.,  
Southington, Conn.

**Solder.**  
Chicago Solder Co.,  
Chicago, Ill.  
Double-Duty Elbow Co.,  
Aurora, Ill.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.

**Solder—Aluminum.**  
Ziener Aluminum Solder Co.,  
Rockford, Ill.

**Soldering Furnaces.**  
Berns Co., Otto, Newark, N. J.  
Burgess Soldering Furnace Co.,  
Columbus, Ohio  
Clayton & Lambert Mfg. Co.,  
Detroit, Mich.  
Diener Mfg. Co., G. W.,  
Chicago, Ill.

**Double Blast Mfg. Co.,**  
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**Quick Meal Stove Co.,**  
St. Louis, Mo.

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American Tube & Stamping Co.,  
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Dunning, Inc., E. C.,  
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Milwaukee, Wis.

**Stoves—Camp.**  
Quick Meal Stove Co.,  
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Quick Meal Stove Co.,  
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Andes Range & Furnace Corp.,  
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Gray & Dudley Co.,  
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**Quick Meal Stove Co.,**  
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**Tacks, Staples, Spikes.**  
American Steel & Wire Co.,  
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Davis Co., Inc., C. S., Chicago, Ill.  
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Granite City, Ill.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.  
National Enameling and Stamping Co.,  
Granite City, Ill.  
Osborn Co., The J. M. & L. A.,  
Cleveland, Ohio  
Taylor Co., N. & G.,  
Philadelphia, Pa.

**Tin—Perforated.**  
Harrington & King Perforating Co.,  
Chicago, Ill.

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Bertsch & Co.,  
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Chicago Elbow Machine Co.,  
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Dreis & Krump Mfg. Co.,  
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Hopson & Co., W. C.,  
Grand Rapids, Mich.  
Marshalltown Mfg. Co.,  
Marshalltown, Iowa  
Osborn Co., The J. M. & L. A.,  
Cleveland, Ohio  
Peck, Stow & Wilcox Co.,  
Southington, Conn.  
Unishear Co., The, New York, N. Y.  
Viking Shear Co.,  
Erie, Pa.  
Whitney Mfg. Co., W. A.,  
Rockford, Ill.  
Whitney Metal Tool Co.,  
Rockford, Ill.

**Torches.**  
Berns Co., Otto, Newark, N. J.  
Burgess Soldering Furnace Co.,  
Columbus, Ohio  
Clayton & Lambert Mfg. Co.,  
Detroit, Mich.  
Diener Mfg. Co., G. W.,  
Chicago, Ill.  
Double Blast Mfg. Co.,  
North Chicago, Ill.  
Quick Meal Stove Co.,  
St. Louis, Mo.

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Copper & Brass Research Association,  
New York, N. Y.  
Sheet Steel Trade Extension Committee,  
Pittsburgh, Pa.

**Transit Companies.**  
Cleveland & Buffalo Transit Co.,  
Cleveland, Ohio

**Trimnings—Stove.**  
Fanner Mfg. Co.,  
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Arex Company, Chicago, Ill.  
Aeolus Dickinson Co., Chicago, Ill.  
Berger Bros. Co.,  
Philadelphia, Pa.  
Friedley-Voshardt Co.,  
Chicago, Ill.  
David Lupton's Sons Co.,  
Philadelphia, Pa.  
Kernchen Co.,  
Chicago, Ill.  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.  
Royal Ventilator Co.,  
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Standard Ventilator Co.,  
Lewisburg, Pa.  
Sturtevant Co.,  
Boston, Mass.

**Ventilators—Ceiling.**  
Eaglesfield Ventilator Co.,  
Indianapolis, Ind.  
Hart & Cooley Co.,  
New Britain, Conn.  
Henry Furnace & Fdy. Co.,  
Cleveland, Ohio  
Independent Register & Mfg. Co.,  
Cleveland, Ohio  
Tuttle & Bailey Mfg. Co.,  
New York

**Sturtevant Co., B. F., Boston, Mass.**

**Windows—Steel.**  
David Lupton's Sons Co.,  
Philadelphia, Pa.

**Wire—Electrical.**  
American Steel & Wire Co.,  
Chicago, Ill.

**Wire Hoops.**  
American Steel & Wire Co.,  
Chicago, Ill.

**Wire Rope.**  
American Steel & Wire Co.,  
Chicago, Ill.

**Wrenches.**  
Coss Wrench Co.,  
Worcester, Mass.

**Zinc.**  
Merchant & Evans Co.,  
Philadelphia, Pa.  
New Jersey Zinc Co., The,  
New York, N. Y.

Mention AMERICAN ARTISAN in your reply—Thank you!

## WANTS AND SALES

Any yearly subscriber to AMERICAN ARTISAN may insert advertisements of not more than fifty words in our Want and Sales Columns WITHOUT CHARGE.

Such advertisements, however, must be limited to help or situation wanted, tools or equipment for sale, to exchange or to buy, business for sale or location desired.

## BUSINESS CHANCES

**LIGHTNING RODS**—Dealers who are selling Lightning Protection will make money by writing us for our latest Factory to Dealer Prices. We employ no salesmen and save you all overhead charges. Our Pure Copper Cable is endorsed by the Mutual Insurance Companies and hundreds of reliable dealers. Write today for samples and prices. L. K. DIDDLE CO., Marshfield, Wis.

**For Sale**—Sheet metal and furnace shop. Fully equipped. Established 22 years. Busy all year around. Do \$10,000 to \$12,000 per year. Good location. I have accumulated a fortune and have reached the age where I do not care for business. This is a splendid chance for someone who understands the business. \$2,000 takes it. I can furnish all the references required, banks or supply houses. Address X-55, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 10-3t

**For Sale**—Overstocked on brand new well-known high grade furnaces which I bought at an administrator's sale. Will sell at the following prices, as long as stock lasts. These prices are about 25 per cent below the manufacturer's net price. No. 240, \$75 each; No. 248, \$110 each; No. 363, \$364 each; No. 863, \$70 each; No. 372, \$85 each; I. O. B. Hammond, Indiana. Write H. M. Maginot Sales Co., 174 Fayette Street, Hammond, Indiana. 10-3t

**For Sale**—Sheet metal and auto radiator work. Located in city of 30,000 population, in central Wisconsin. Machines, stock and tools inventories \$1,425.00. \$1,200.00 buys it if taken at once. Selling on account of other business. One-half cash down, balance paid off on monthly payments. Address B-51, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t

**For Sale**—Account of poor health doctor orders change of climate, so will sacrifice business. Will sell or lease building and tinner's tools. Well established business, 22 years operated. Good location. City of Des Moines, population 160,000. Will trade for Denver or Colorado property or business. Write Northwestern Tin Shop, 506 East Walnut Street, Des Moines, Iowa. 10-1t

**For Sale**—Tin and warm air furnace shop in town of 6000 population, doing good business, one other shop in town. Reason for selling, wish to engage in other business. Stock and tools will invoice about \$900.00 or \$950.00. If interested address Glenn D. George, York, Nebraska. 8-3t

**Send \$2.00** for pattern and directions for making roof saddle for chimneys. Made out of one sheet of galvanized iron and 2 hours' time and sells easily at \$4.50. When once used, carpenters and masons will use no other method as it saves its price in labor. Address G. A. Sipma, Hoppers, Iowa. 2-3t

**For Sale**—Sheet metal shop. Stock and tools less than \$2,000. Rent \$25 month. Established. Only shop in town of 7,000 population. Good paying business. Best of reasons for selling. Write or come to J. H. Hopkins' Tin Shop, 1420 Locust St., Eldorado, Illinois. 9-3t

**For Sale**—Fully equipped plumbing, heating and tin shop. Reasons for selling on account of husband's death. Will sell at a real bargain. Address Mrs. D. E. Schrader, Charles City, Iowa. 9-4t

## BUSINESS CHANCES

**For Sale**—Sheet Metal Shop. Plenty of work all year around. Good suburb near Chicago. Address B-50, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t

**For Sale**—Fully equipped sheet metal shop in fastest growing city in California. Santa Monica Sheet Metal Works, 122 Broadway, Santa Monica, California. 10-3t

**For Sale**—80 acres of good land for sale or trade for tin shop, stock of hardware. Address Box 548, Pierre, South Dakota. 8-3t

## HELP WANTED

**Wanted**—A first-class tinner and furnace man in town of 3,000 inhabitants. One that can take charge of shop. Steady place year around. Must be a good workman. The town has five churches, M. E. Church, Universal, Congregational, Christian and Catholic. Two grade schools, high and college. A modern town, all the downtown streets newly paved and well lighted. We work 9 hours and pay \$35 per week. Address Shipplett-Moloney Co., Abingdon, Illinois. 9-3t

**Wanted**—A married man not over 45 years of age with family, that would like steady in and outside work in a first class shop. Must be a good roofer and also well able to make and erect any style Skylight, Cornice, Ventilator or Blow Pipe job. Wages \$6.50 per day of 9 hours. Address P. O. Box 123, North Emporia, Va. 11-3t

**Bookkeeper Wanted**—Should be one who has had hardware experience. State age, salary expected, church preference and other important information in first letter. Direct it to the Schlafer Hardware Company, Appleton, Wisconsin, attention of Mr. George Nixon. 9-3t

**Wanted**—At once, experienced tinner who can install furnaces, put up save-trough and general repairing. Steady work. State wages wanted in first letter. Address Wendt & Teichler, 318-320 River Street, Dundee, Illinois. (Located in the Fox River Valley.) 11-3t

**Wanted**—Experienced mechanic, competent to make galvanized iron and copper specialties, light work and permanent job for elderly man with first class mechanical training. State ability and wages wanted. Address Box 147, Comfort, Texas. 9-3t

**Wanted**—All around first class tinner and furnace man, one who can draft out own patterns. Must have good references. Steady job for right man. Address X-53, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 10-3t

**Wanted**—Tinner to take entire charge of shop. Must have small amount of capital to invest. A real opportunity for a hustler, with old established concern. Address X-56, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 10-1t

**Wanted**—At once, a man that can do work that comes in a country tin shop. Also some knowledge of plumbing. I will pay \$30 per week the year around for this kind of man. Address O. L. Doward, Mt. Morris, Illinois. 9-3t

**Wanted**—At once, furnace installer or sheet metal worker in town of 13,000. State age, experience, wages wanted and how soon you can get on job in first letter. Address C. F. Toig & Son, 258 Broadway, Waukesha, Wisconsin. 8-3t

**Wanted**—Salesman to sell Gilt-Edge furnaces. Address X-46, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t

**Wanted**—Plumber and fitter, steady position for competent man. Answer, giving experience. Address Charles Soames, Peru, Indiana. 8-3t

**Wanted**—First-class tinner and furnace man at once. Work year around for right man. Address Wm. Smith, Sheet Metal Works, Geneva, Illinois. 9-3t

**Wanted**—At once, an experienced all around sheet metal worker and furnace man. Address M. G. Coffey, Polo, Illinois. 10-3t

## SITUATION WANTED

**Situation Wanted**—By first-class plumber, hot water and steamfitter with full set of tools. A position where he can work himself into an interest in the business. Can estimate all of the above work. I would also consider running shop with commission basis. Address X-58, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 11-3t

**Situation Wanted**—By sheet metal worker of over 18 years' experience in general lines. A thorough shop mechanic and good pattern cutter in cornice, heating and special work. Neat and accurate. Can take charge if required. Address, with full particulars, B-49, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t

**Situation Wanted**—By a sheet metal worker, who has 25 years' experience. Non-union man, wishes to hear from a reliable concern, along the western coast states. Have handled in and outside work, pattern cutting and layout, general sheet metal work light and heavy. Address C. H., 433 Wall St., Los Angeles, California. 11-3t

**Situation Wanted**—Sheet metal worker and furnace man wants situation in small country town with hardware store. Can estimate, figure and cut own patterns. Can come at once. Location and wages not considered. Looking for steady place. Address "Tinner," 1667 Delhi St., Dubuque, Iowa. 9-3t

**Situation Wanted**—By married man, all round mechanic. Can figure and estimate work or sell, also keep books. Have had experience in hardware line. Would like working interest. Southern Michigan preferred. Address X-54, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 10-3t

**Situation Wanted**—By first-class tinner and furnace man. Do all ordinary drafting or pattern cutting, handle gravity warm air heating in any capacity. Experienced in both country town and city work. 33 years of age, 17 years' experience, married. Good habits. Address J. D. Grace, King City, Missouri. 8-3t

**Situation Wanted**—Plumber, steam fitter with some knowledge of tinning wants steady position. Married. Will go anywhere. State particulars as to wages and housekeeping rooms. Wire or write William Gross, 205 W. Seventh St., Tama, Iowa. 9-3t

**Situation Wanted**—First class tinner, plumber and furnace man would prefer a hardware store. Can do anything that comes in any shop. Would like a year around position. State wages in first letter. Address Box 436, Mandan, North Dakota. 10-3t

**Situation Wanted**—By first class tinner and furnace man. 37 years' experience, nothing but steady job considered. Please state wages, etc., in first letter. Address B. J. Hawkins, 425 N. 4th Street, Iron River, Michigan. 8-3t

**Situation Wanted**—Young man learning trade would like to get in shop doing inside and outside work year around. Address X-57, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 11-3t

**Situation Wanted**—Experienced tin and sheet metal worker and hot air furnace man. Have had 30 years' experience. Prefer work in Iowa, Wisconsin or any midwestern state. Address P. O. Box 284, Clermont, Iowa. 10-2t

**Situation Wanted**—By a practical all around sheet metal worker with 25 years' experience. Michigan or Illinois preferred. Address P. S. McGuffin, 1214 First Street, Detroit, Michigan. 8-3t

**Situation Wanted**—Plumber and steamfitter, exclusively, wants steady work, married. Will go anywhere. Address John L. Cornford, General Delivery, Belvidere, Illinois. 10-3t

## TINNERS' TOOLS

For Sale—1 Brake, 1 Squaring Shear Mandrel, 1 Roll, 1 Groover, 1 Pipe Folder, 1 Crimper, 1 Wiring Machine, 1 Furnace Bench Plate and Stakes, 1 Beading Machine, 2 Turning Machines, 1 Burring Machine, 1 No. 1 Whitney Punch. Will sell one or all. Write for price on what you want. Address Jacob J. Reimer, Meade, Kansas. 11-3t

Wanted—Will pay cash for brake and square shears in good shape. Also anything in the line of sheet metal tools that you may have with this. Address Mr. Budd, 266 Fayette St., Hammond, Indiana. 9-3t

Wanted—One pair of used sixty inch rollers to take care of 10 gauge and lighter. Address B-52, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t

Wanted—Second-hand Press for small sheet metal specialties. 26 gauge and lighter. Electric power. State make condition and lowest cash price. Address Box 147, Comfort, Texas. 9-3t

I am in the market for a 10 foot brake. What have you to offer? When writing mention price. E. Glisinger, Wauwatosa, Wisconsin. 11-3t

## SPECIAL NOTICES

**The Rate for Special Notices**  
— displayed want ads —  
**\$3.00 per inch per insertion.**

## PATENTS

HUBERT E. PECK  
Patent Attorney

Barrister Bldg., WASHINGTON, D. C.

## WANTED

Superintendent for sheet metal shop in Central Illinois employing a large force of men. Must be qualified to take entire charge of Estimating, Selling, Installing all classes of Sheet Metal Work and Roofing, also Warm Air Furnaces, Address L-74, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 5-4t

## WANTED

Several experienced range salesmen to sell our high quality, low priced ranges. Established 23 years. Openings in Iowa, Nebraska, Wisconsin, Minnesota, North and South Dakota. Good references required. Commission basis. No advancements. Write or call on Gary Gohmann, 965 Second Ave., W., Cedar Rapids, Iowa. 10-2t

## FURNACE SALESMEN

Experienced retail furnace salesmen and furnace installers; splendid proposition for resourceful, energetic men of good character and habits; excellent opportunity to get established in business with a specialty that insures attractive profits; young men, financially responsible preferred, although good moral risks will be interviewed; only those with successful records need apply. Address L-79, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 11-3t

## SPECIAL NOTICES

### STOVE SALES EXECUTIVE Wants Connection

Widely experienced and thoroughly reliable sales executive of large stove company desires a worth-while connection in the stove or furnace field. Steady producer and builder of good clean business. Address L-77, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 7-3t

## WANTED

We need three or four more practical furnace installers in our Retail Department at Syracuse. We want men competent to install warm air heating plants in a workmanlike manner. Steady employment to those who can make good on the job. Write or wire the Lennox Furnace Company, Syracuse, New York. 5-1t.

## FOR SALE

Galvanized half round miters, all sizes,  
\$1.00 per Doz.

2" galvanized corrugated elbows... 75c Doz.  
4" galvanized corrugated elbows and shoes... \$1.50 Doz.  
5" galvanized corrugated elbows and shoes... 3.00 Doz.  
6" galvanized corrugated elbows and shoes... 3.00 Doz.  
3" galvanized cutoff... 3.00 Doz.  
All new stock. I am overstocked and need the room. All prices F. O. B. Jacksonville, Illinois.

## W. R. SHAW

695 E. State Street Jacksonville, Ill. 11-1t

### ALUMINUM SOLDER

Order the FAULTLESS SOLDER and FLUX to solder all kinds of Aluminum from

Ziener Aluminum Solder Co.  
Manufacturers and Distributors of High Grade Aluminum Solder and Supplies  
1436 Latham Place Rockford, Illinois

## SPECIAL NOTICES

### FURNACE MANUFACTURERS!

Situation wanted by a real furnace man who knows the furnace manufacturing business from A to Z. Have worked on both sides of the counter in the furnace business—inside, directing the policies of the company, and outside, doing bare-handed selling.

I want to get back into the furnace and know that I can produce real business for a manufacturer of a good furnace.

Let me hear from you. Address L-78, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 10-4t

## FOR SALE

### PATENTED PRACTICAL FURNACE PIPING SYSTEM

for hot air furnaces which has been proved successful during the past 12 years. Also patented fishing tackle. Address J. Subert, care Practical Furnace Pipe Co., 1516 S. Euclid Avenue, Oak Park, Illinois. 10-1t

## THE STANDARD FOR MANY YEARS

It Pulls Business Your Way!

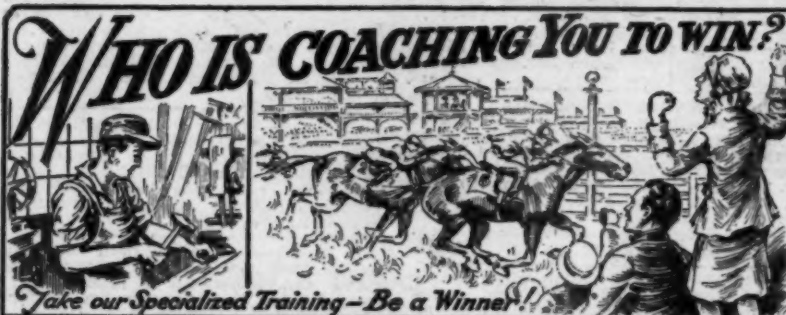
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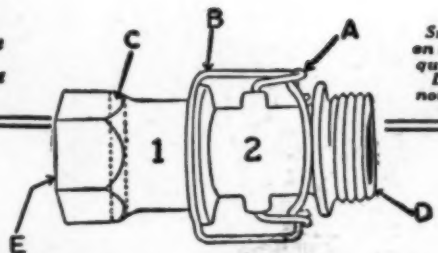
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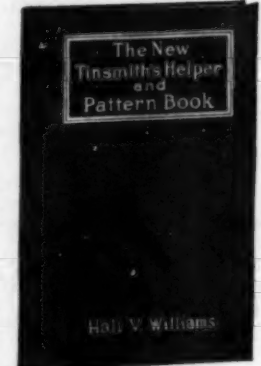
electrical, rope, barbed, plain, nails (bright and coated), tacks, spikes, bale-ties, hoops, springs, netting, wire fences, steel posts, steel gates, trolley wire, rail bonds, flat wire—cold rolled strip steel, piano wire, round and odd-shaped wire, screw stock, concrete reinforcement. Aerial Tramways.

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Finally it was explained in the local newspaper that it really was a metal roof, and what's more, a Milcor Roof—wisely chosen by Sioux Falls' Park Board principally *because it was metal embodying Milcor superior design and workmanship.*

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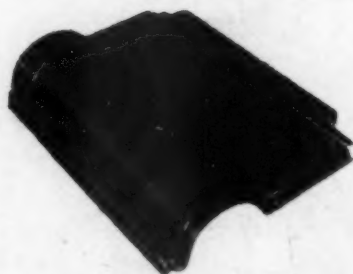
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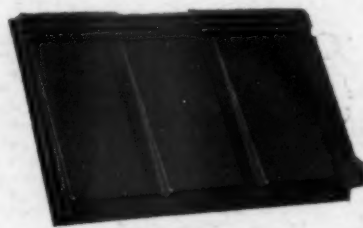
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